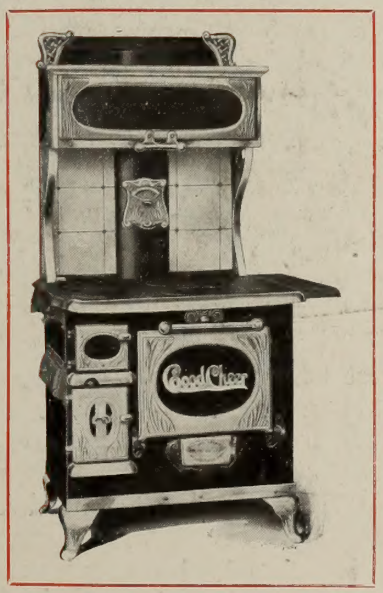
HARDWARE AND METAL
Established 1888 Published Every Saturday

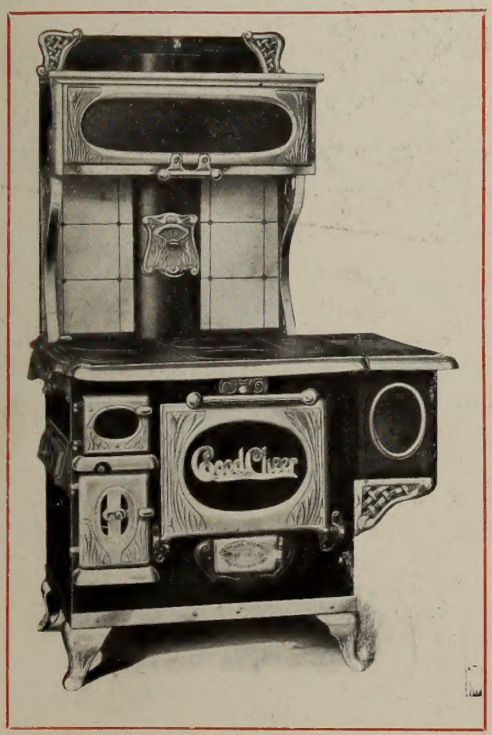
THE MACLEAN PUBLISHING COMPANY, LIMITED
Vol. XXVI. Publication Office: Toronto, Canada No. 16
April 18 1914

A "GOOD CHEER" CLINCHER

If good hardware management means having in stock all standard sizes of an article







WHY NOT APPLY IT TO STOVES, TOO?

That jumble of makes, styles and sizes serves but to confuse your customer, your clerk, and even yourself, but with an assortment of "Good Cheer" Steel Ranges in 16, 18, 20 and 21-inch ovens, you have ready a size to meet anyone's wants, and but one range to talk.

The JAMES STEWART MFG. CO., Limited

WOODSTOCK, ONTARIO

Western Warehouse, 156 Lombard Street, Winnipeg

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

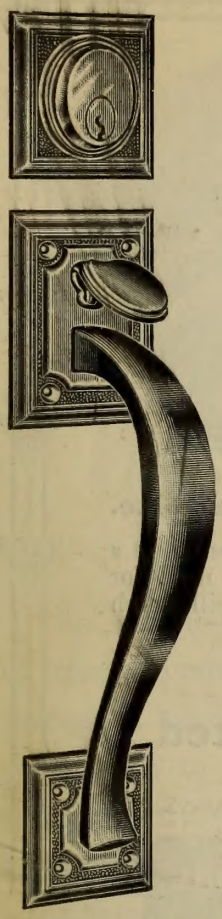
He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.05 each. Less 2%.



Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.

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GROUND LITHARGE
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FOSTER, BLACKETT & WILSON, LIMITED

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Stocks carried at Montreal.

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B. & S. H. THOMPSON & CO.
LIMITED

MONTREAL TORONTO WINNIPEG



Spring building operations will soon begin

The boys will be drilling out at seven with their tool kits ready to put up the modest little cottages or the big mansions.

They will all need good sharpening stones,

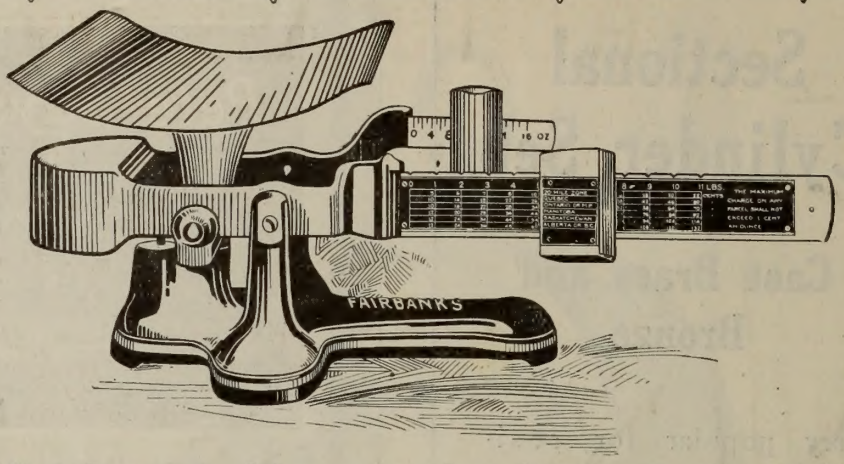
Carborundum Sharpening Stones

The stones that they can depend upon to always cut free, fast, and clean, and give an edge that is an edge. The round and oblong Combination Stones, the Carborundum Slips and Gouges will be asked for. Stock up to meet the demand.

Show them in a Carborundum window

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.



The Parcel Post System is of the greatest benefit to consumer and dealer alike.

Take full advantage of its application to your business. Fairbanks Parcel Post Scales tell at a glance the correct weight and amount required for shipping to any Province. No need for figuring—no chance for errors—no time lost in looking up schedule. This scale will weigh accurately any package from 1 oz. to 11 lbs.

Write now for full information.

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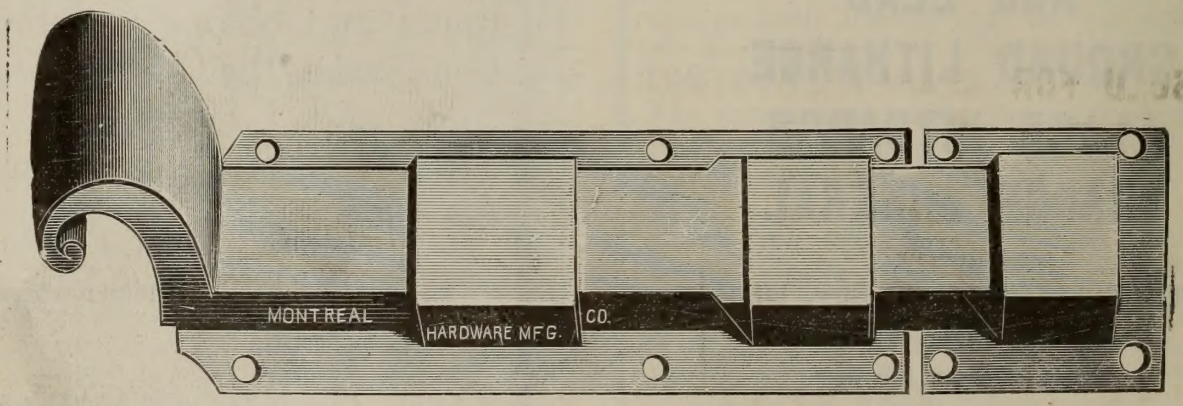
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Canada's Departmental House for Mechanical Goods

The Best Is Not Too Good For Your Customers

M. H. Brand will meet their requirements



Polished Heavy Door Bolt

WRITE TO-DAY FOR CATALOG AND DISCOUNTS

MONTREAL HARDWARE MFG. CO., Limited—Montreal

HIGH-CLASS TOOLS

The measure of your success is governed by the class of goods you have to sell, for there is something in the appearance of a well-made tool which carries to the mind a conviction of its efficiency. *That is "Selling Force," while the actual working qualities keep it sold.*

Particularly true is this of the **Disston Saws and Tools,** and in calling special attention to the

DISSTON
PLUMBS and LEVELS



The simplicity of the adjustment feature is one which will appeal to all users. Operated by double jamb-screws, easily accessible, the adjusting requires but a moment's time, is firm and secure, there being no spring tension to get out of order, nor can the screws rust in position.

The stocks are made of selected lumber, long and well-seasoned. All brass ends are of solid drop-forged metal, not hollow castings.

you will find they stand in a class apart from others in regard to Quality of Material, Workmanship, Efficiency and Beauty of Finish.

"DISSTON"
is a guarantee of
QUALITY

SOLD FOR NEARLY 50 YEARS

Look them up
It will pay you

We are headquarters for Disston goods

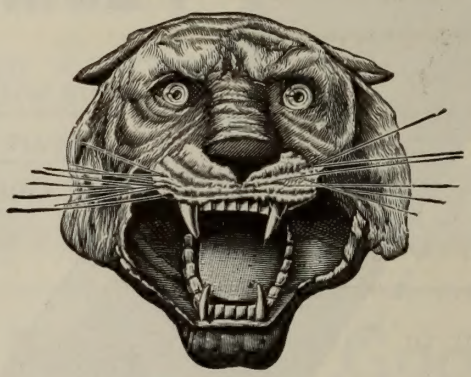
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The Steel Company of Canada, Limited
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We are in a position to take care of all "SPRING SPECIFICATIONS" for immediate delivery of the following products:

Wire, Wire Nails

Tiger  **Brand**

White **Lead**

100% **Pure**

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Wrought Iron Pipe

Horse Shoes and Horse-Shoe Nails

Pole Line Hardware

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- Concrete Bars
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SHOT

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TACKS

all kinds, including:—
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- Carpet
- Cut
- Clout Nails
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- Trunk Nails
- Saddle Nails
- Glazier Points
- Copper
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BRIGHT WIRE GOODS.
- Jack Chain
- Wire Door Pulls
- Kitchen Hooks
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Glazed Earthen Ware

has been used from ancient times, while

Glazed Metal Ware or

ENAMELED WARE

is a recent product.

THREE STANDARD WARES

PEARL—A general utility ware, pearl gray inside and out.
DIAMOND—Blue and white outside, light finish inside.
WHITE—Porcelain white inside and out.

Shipments Made Promptly

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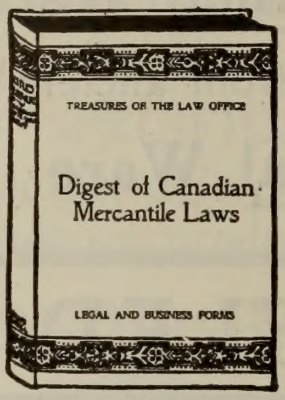
THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

WINNIPEG TORONTO MONTREAL

Every Business Man Should Have a Copy of This Book in His Library

"Digest of the Mercantile Laws of Canada"

A READY REFERENCE FOR BUSINESS MEN AND THEIR ASSISTANCE. A GUIDE TO THEIR DAILY BUSINESS



IN RENTING A STORE, BUYING PROPERTY OR COLLECTING A DEBT, THIS BOOK WILL SAVE YOU MANY DOLLARS

No work ever published in Canada equals it. A veritable consulting library on this one line so universally needed. Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers.
Below appears a few of the questions it answers. These are picked out at random from the book.

If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.
(The figures after each question refer to the section in the "Digest" which gives the answer.)
Can Interest written "one per cent. per month" in a note be collected by "legal process?"—See sections 345, 185.
In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.
Why is it that a verbal agreement to buy real estate with, say $100 paid down "to bind the bargain," does not bind either seller or buyer?—451.
If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.
How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.
How long may the drawee legally hold a draft for acceptance?—209.
If a man, in the presence of witness, makes a verbal agreement to buy a wagon, say for $53, but does not take possession of it, will the sale be binding?—500.
What effect has it on a will if only one person signs it as a witness?—815.
If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.
"A," **in paying off a Mortgage,** gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.———." Is that a legal discharge?—410.
If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.
If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.
How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.
"B" **claims** that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.
If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.
Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

Forwarded direct post free on receipt of price.

Keep the book ten days, and if it is not worth the price, return it and get your money back. If remitting by cheque make **same payable at par,** Toronto. **Eastern Edition, Price, $2.00. Special Western Edition, $2.50.**
To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, $2.50.

Eastern Edition, Price $2.00 **Special Western Edition, $2.50**

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143-149 University Ave., **TORONTO**

RALEIGH

THE ALL-STEEL

BICYCLE

Built to Canadian Standard

Three Speed Raleigh



Fitted with the Sturmey-Archer Gear

SPECIFICATION

Frame—22″, 24″, 26″.

Wheels—28″ wood, standard Canadian size.

Gear—71 normal, 94 high, 54 low.

Tires—Finest quality studded, wired on, 1½″ Schraeder valves. A perfect tire. The "North British **Best Quality.**"

Handlebars—Adjustable, reversible and extended, leather grips.

Saddle—Special three-coil plated springs. Seat pin ⅝″ top.

Chain—Best quality roller, ⅛″ x ½″ pitch.

Cranks—Raleigh, 7″ ½″ x 20 threads, 6½″ for lady's.

Sprocket—Raleigh standard design with Raleigh finish.

Crank Hanger—Everything detachable though never necessary—runs like oil.

Front Forks—Raleigh Tubular Fork Crown, pressed cold from a steel plate, with distinctive forks of great strength.

Finish—Four coats of brilliant black enamel on coslettised steel, preventing rust; lined straw and red.

Tubing—Top tube 1″; lower tube and seat post 1⅛″; head 1¼″.

Tricoaster—The world-renowned **Sturmey-Archer 3 Speed Coaster,** with control on top tube. If on handle bar $0.50 extra.

Mudguards—Raleigh pressed steel with forward extension, enamelled and lined. Rigid yet detachable. Reinforced leather mud splasher on front guard.

Fittings—Pump and clips, toolbag, spanners and oiler complete.

We are Wholesale Distributors for Ontario. Write us for Catalogue and Prices of the Various Models

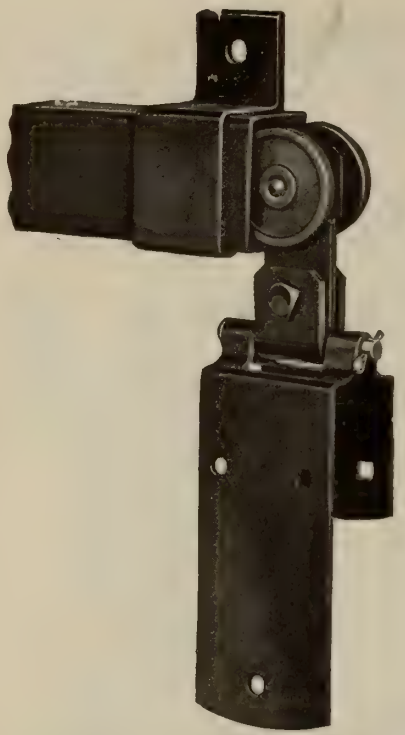
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LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



THE HATCH

THE HATCH TROLLEY HANGER

FOR SERVICE, DEPENDABILITY and SATISFACTION we recommend the HATCH. Easy to put up, and the lathe-turned wheels running on roller bearings make the action smooth and noiseless. Packed one pair complete with screws and bolts in a nifty, metal-edged box.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

Makers of the RELIABLE Crescent Brand Butts and Hinges

Time-Tested Trade Winners

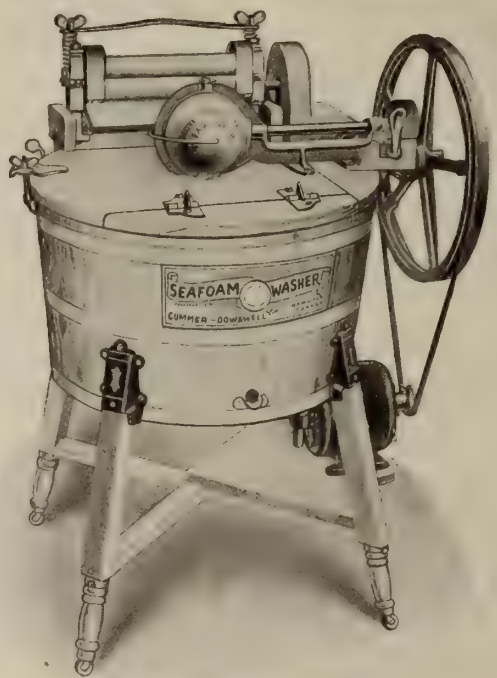
That will bring more trade your way.



NOISELESS



SNOWBALL



SEAFOAM ELECTRIC POWER WASHER AND WRINGER

CUMMER-DOWSWELL, LIMITED

HAMILTON, ONT.



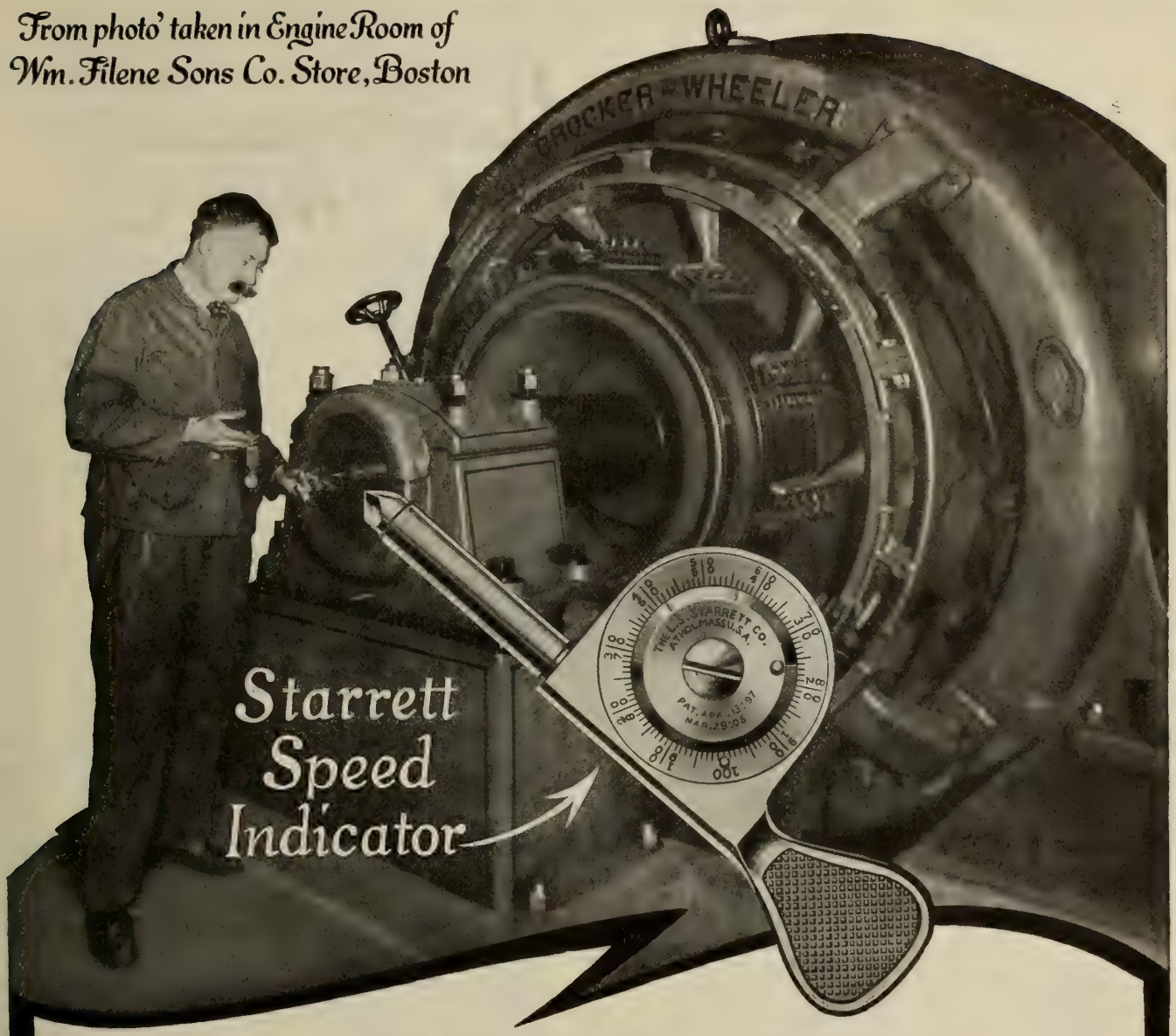
PLAYTIME HAND AND POWER

Agents:

W. L. Haldimand & Son, Montreal

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From photo' taken in Engine Room of Wm. Filene Sons Co. Store, Boston



Every Mechanic Should Have a Starrett Speed Indicator

Every mechanic who enters your store is a possible customer for this instrument. For taking speed tests on engines, generators, turbines, motors, line shafting, or any machinery, it is the simplest, most accurate instrument made. It indicates highest speed without heating. Its parts are enclosed like a watch. Made in three styles, it retails for $1.00, $1.50 and $3.00 respectively.

Send for 320-page catalog No. 20M.A., describing the complete Starrett line.

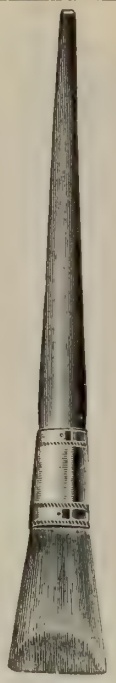
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The L·S·Starrett Co·'Athol,'Mass·

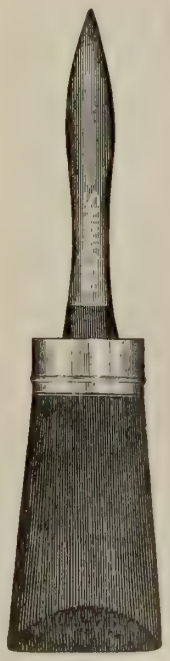
World's Greatest Toolmakers

Sell

Meakins' Brushes



—their service assures satisfaction

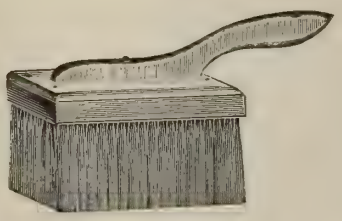


The most profitable brush is the one that serves best. It gets the user's re-orders and much new business through his recommendation.

We believe our line of brushes are the best that can be produced anywhere, and this belief is strongly supported by practical painters.

Meakins' brushes are made in many styles for all purposes. **Our catalog shows complete line — write for it.**





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Hamilton, Ont.

Warehouses: WINNIPEG, LONDON, TORONTO, MONTREAL.

NICHOLSON made FILES

You're Known By The Goods You Sell

Sell a man a file that fails to give good service — and you're digging a pit for yourself.

When you give your trade **NICHOLSON-made-FILES—you give them** files that you **know** are absolutely right. You know that each file has been inspected eight times—between every important operation. You know the finished file has been tested on tougher steel than it will ever be used on in actual service. So that when you sell a **NICHOLSON - made - FILE,** you're certain it's going to give the utmost of satisfactory service.

No "come-backs" to fight — no excuses to make. Nothing to do but "sell more files"— and take your liberal margin per sale.

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Great Western
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At Your Jobber

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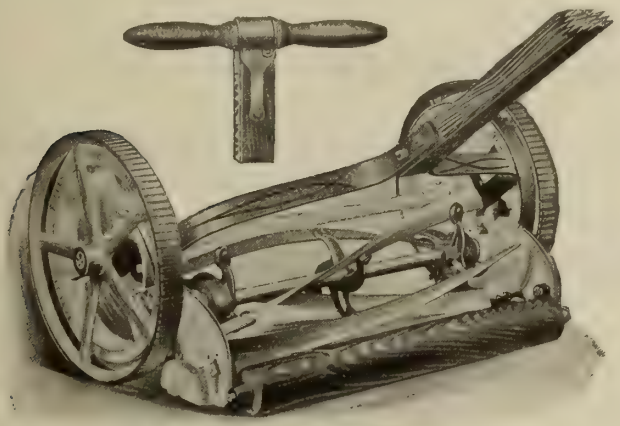
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"File Filosophy"—A 50 years' education on files in an hour— sent FREE on request.

Taylor-Forbes

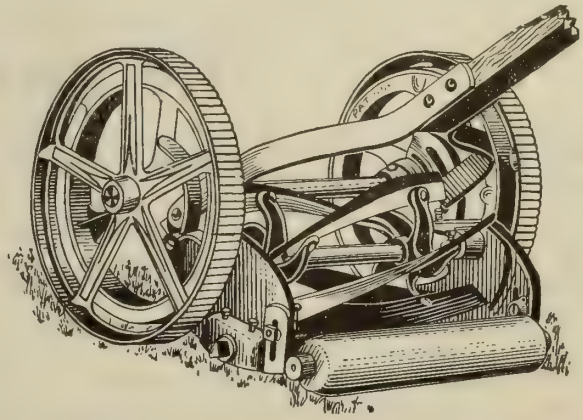
See that this name is on the Lawn Mowers you sell —it means quality and satisfaction.

Taylor-Forbes mowers have stood the test for 40 years. Their finish and distinctive mechanical features immediately appeal to the intending purchaser—and their quality and efficiency assure a prolonged good service.



"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass box attachment.



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.

Our line includes **Empress, Woodyatt, Star, Philadelphia, Adanac, Ontario, Mayflower and Daisy.**

The Lawn Mower season is almost here, and to **avoid losing sales and profit** you should order quickly.

Write for our 1914 catalog to-day.

The Taylor-Forbes GUARANTEE

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with this purchase, we **insist** on giving him a new machine or refunding his money.

Taylor-Forbes Company, Limited

Head Office and Works: GUELPH, ONTARIO

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AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED



KEYSTONE

THE MARK OF QUALITY

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. — Branch Offices, WINNIPEG AND VANCOUVER

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Transportation Building
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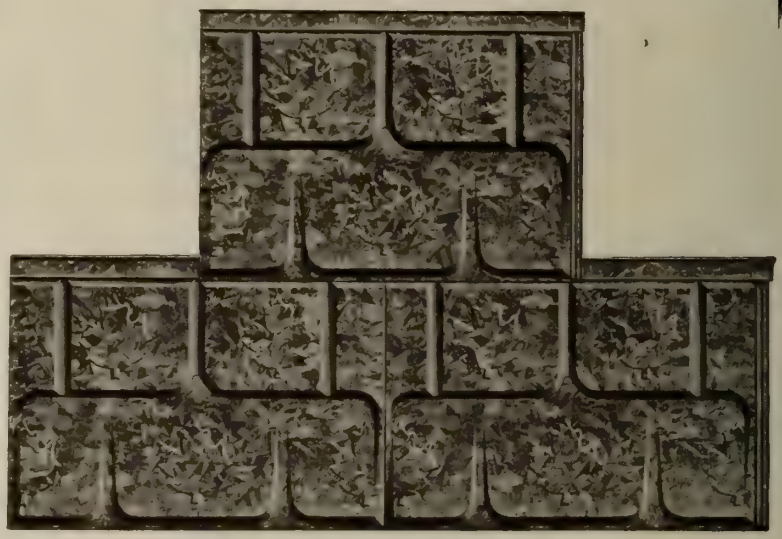
Spring Building Operations Are Commencing

Get real busy canvassing your section for prospects for

Safe Lock Shingles and Acorn Quality Corrugated Iron

Remember, you are not only making money on the sale you make now, but you are enlisting an enthusiast for your line; a man who will buy from you again and again; a man who will recommend your goods to his neighbors. We give you the best; we deliver promptly; we treat you and your customers right.

Get out and get the business. Go after it NOW. We will help you in every way.



Your customers will be satisfied customers, and it means **Profits** for you.

WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

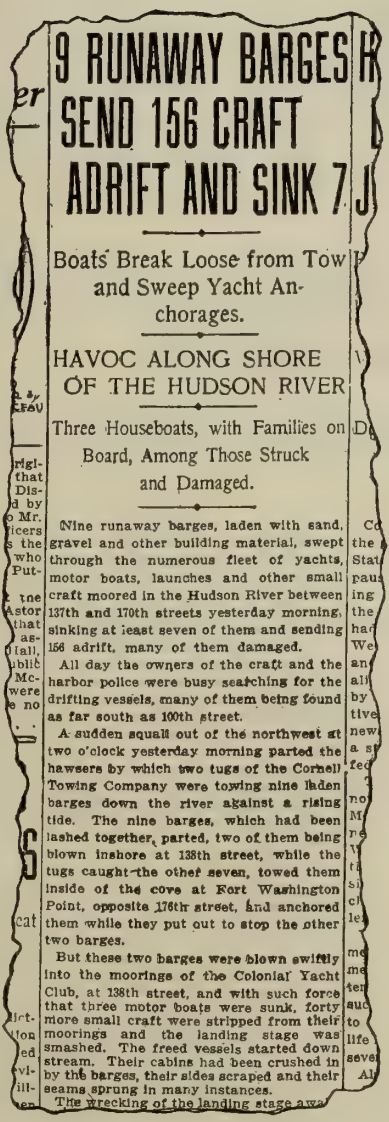
THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG SASKATOON CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY COMPANY, Limited
TORONTO and WINNIPEG

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

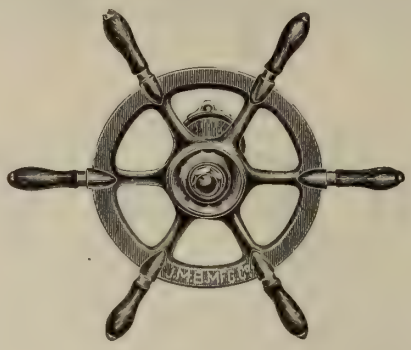
Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver

Spring  Fever

When it runs to Motor Boats and Yachts is a great disease for boosting the hardware business—if the dealer is shrewd enough to grab the trade.

Never a Spring but the amateur sailor, whether he sports a twelve-foot dinghy or a power cruiser, wants tackle, cleats, chocks, brass railing, flag pole sockets, or what not.

And then too the professional goes in for repairs in the Spring too.

We have a catalogue of **Marine Brass Goods** waiting for the live ones.

THE JAMES MORRISON BRASS MANUFACTURING COMPANY
LIMITED
93-97 Adelaide St. W. - - Toronto, Canada



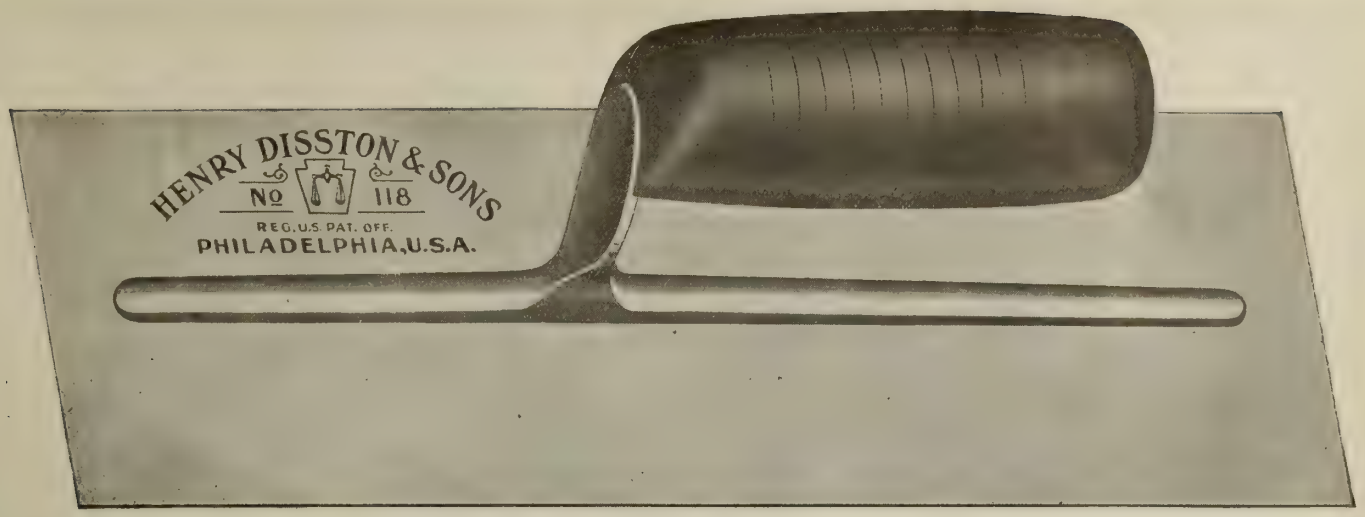
You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations
Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto



Here's a Trowel that is the Pride of Master Workmen

—those who demand the best and *know* when they get it. It's the Disston Plasterers' Finishing Trowel No. 118. A masterpiece in every detail.

Made of crucible steel, tempered by our improved method. Accurately ground, thin blade, fastened with ten rivets to extra long mounting. Tang extends through handle and is securely fastened with flush barrel nut. End of handle beveled for thumb rest. *LEATHER GRIP.*

It possesses the same high standards of efficiency, quality and workmanship that are typical of all

DISSTON
BRAND GOODS

and which have won world-wide prestige for the many products made under this brand.

These include every known type of saw; an extensive line of tools, such as plumb and levels, try squares, bevels, gauges, screw drivers, etc., and the largest and finest variety of files made.

All mechanical trades can find one or more Disston Brand saws or tools to best suit their requirements. This means a steady and reputation-building business for the dealer who sells a complete line.

Attractive hangers, lantern slides and general advertising matter for the dealer can be had free on request

TRADE MARK

Reg. U.S. Pat. Off.

HENRY DISSTON & SONS, Inc.

Established 1840

Keystone Saw, Tool, Stee and File Works

PHILADELPHIA, U.S.A.

Unload Your Drill Troubles On Us

The Right Drills Will Cut Your Drilling Costs



If your drills are breaking or you are running to the grinder too often, there's something wrong with the drills you use.

Our efficiency experts will gladly go over your proposition and tell you where the trouble lies. They will select a drill from our line to meet your requirements in a way that will give you highest efficiency and reduce your factory costs.

If your requirements are special and call for specially designed or tempered drills, we will design and make them for you. Unload your drill troubles on us by going into details now.

TRADE W B MARK

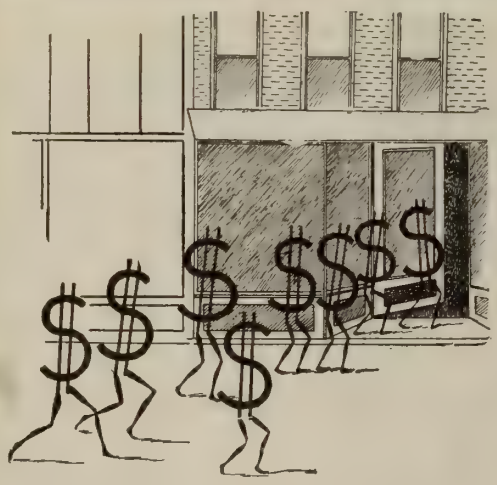
Write for Catalog No. 82-G for complete details about our line of Twist Drills, Reamers and Wrenches.

TRADE W&B MARK

The Whitman & Barnes Mfg. Company

ESTABLISHED 1854

Office and Factory, St. Catharines, Ont. **Stocks carried at Winnipeg and Montreal**



Dollars come in faster

to all hardwaremen who are agents for

ROGERS'

Portland Cement

This is cement that can be depended upon to give maximum service in any kind of construction work.

It is ground and screened carefully to give large covering power, speed and uniformity of set and great strength.

It has a good record of service, and is well and favorably known by leading builders and contractors.

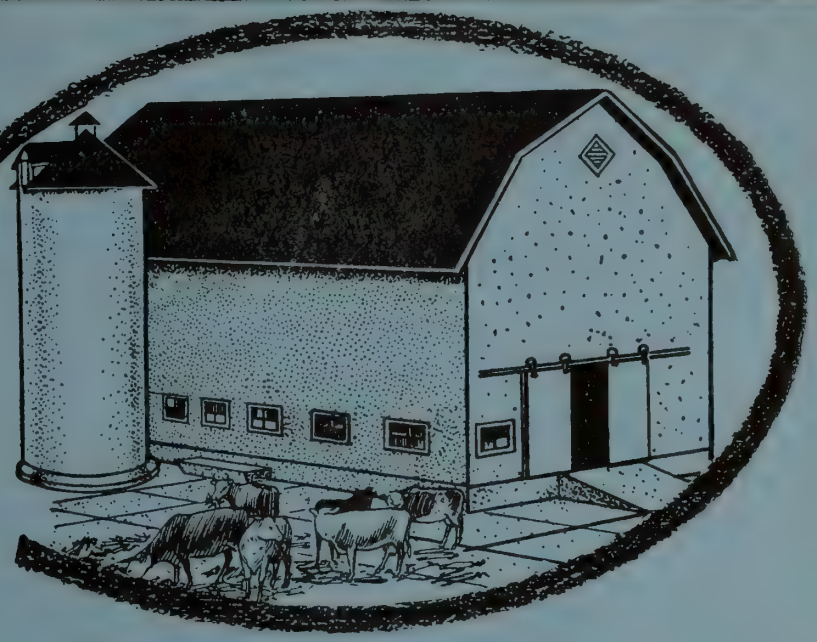
Much cement will be used right in your vicinity this Summer. If you make it known that you're an agent for Rogers' Portland Cement you'll sell most of the cement that is required.

Rogers' Agents need not carry a large stock, for in case the amount they have on hand does not meet a demand we will ship immediately from our large reserve stock.

Let us put you on our list of representatives NOW.

ALFRED ROGERS Limited, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.



How Canada Cement Increases Sales

The illustration of the sales slip suggests what the Hardware Dealer selling cement can sell to the man who intends to build a concrete barn.

Practically every item listed is necessary to complete the structure and would undoubtedly be ordered at the same time the cement is bought if the dealer selling them, carried in stock the brand of cement that Canadians have been educated to demand. That brand is

JOHN STRONG CO. LIMITED
Hardware & General Builder's Supplies
LENOX, ONT. Apr 2 1914
Sold to John Douglas

2240	Sacks Canada Cement		15¢	00
80	ft Barn Door Trolley Track		9	90
12	" Hangers		12	60
50	lbs 8d Wire Nails		5	25
50	" 10d "		13	00
20	" 20d "		5	50
3	pair Scotch Strap Hinges		3	12
6	" 5" Strap Hinges		1	95
3	gals Varnish		3	00
1	doz Hooks and Staples		1	25
3	#724 Pad Locks			90
3	cast Floor Gratings		12	00
			137	91

CANADA Portland CEMENT

The quality is the best that can be made and is identical in every bag bearing the "Canada" label.

Our interest does not end when we ship you the cement, in fact, it has really just begun. Our big advertising campaign brings hundreds of inquiries each month and those from your locality are turned over to you to follow up for orders. This not only helps you to make a profit on Canada Cement but gives you the very best opportunity to increase your Sales in other lines.

The first step to get your share of the increased sales that cement will bring, is to write at once for terms to

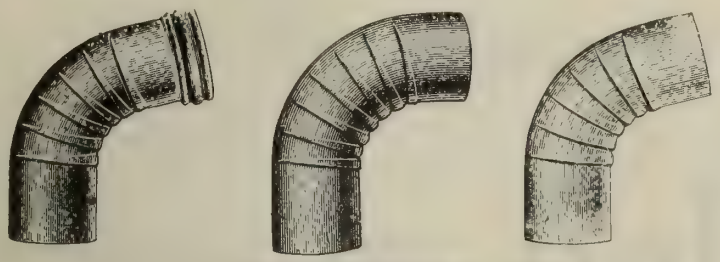
Canada Cement Company
Limited

913 Herald Building **Montreal**

Conductor Elbows

—for Spring Jobbing—

Building operations are now in full swing and contractors want their materials promptly. Keep well stocked up with all roofing lines—Trough, Pipe, Elbows, Shoes, Mitres, Spikes, Valley, Ridge, Hooks, Drives, Cut-offs, etc. We have them all.



Plain Round Conductor Elbows—all angles.



Corrugated Conductor Elbows—all angles.

Our Conductor Elbows are made in all angles—30, 45, 60, 75, 90—and all sizes—2, 3, 4, 5 and 6 inch.

—Our Elbows fit our pipe—
—No time lost in putting together—
—Well galvanized—leak proof—

Shipped in cartons—no chance of loss in transit.

E. T. WRIGHT CO., LIMITED
Hamilton, Canada



ALL KINDS OF

HANDLES

Lumbering Tools

Best Selected Material.

UNEQUALLED FINISH.

REPRESENTATIVES:

J. H. Roper Co., Coristine Bldg., Montreal.
C. D. Ten Eyck, 145 Victoria St., Toronto.
W. Reynolds & Co., Confederation Bldg., Winnipeg.
C. A. Godfrey, 1059 Hamilton St., Vancouver.

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

Just as
there are several grades of

Enameled ware

so also
there are several grades of

Aluminum ware

It pays to know why they are not "all the same"

"Wear-Ever"

The Reason Why

The enormous pressure of rolling mill and stamping machine makes the metal in **"Wear-Ever"** aluminum cooking utensils dense, hard and smooth. The "case-hardened" surface of the metal is made still harder by electricity—which makes the inside of the utensil darker, smoother, less liable to be discolored and more easily cleaned.

"Wear-Ever" Aluminum Utensils

are stamped from thick, hard sheet aluminum—are made without joint, seam or solder. The less aluminum is heated and the more it is "worked" the harder it becomes. Consequently stamped utensils are rigid, are not easily dented nor softened by being heated.

Demand for **"Wear-Ever"** utensils exists—has been increased each year for eleven years by consumer confidence, by sample-demonstration work, and by magazine advertising.

Names of Customers, Cards to be used in circularizing them, Folders for distribution, Ad Book, Window Display Book, Demonstration Book, Display Cards and Picture Slides are at the service of **"Wear-Ever"** dealers.

Write for printed matter. Address

Northern Aluminum Co., Limited

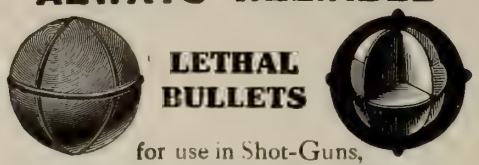
Dept. 29 **Toronto, Ont.**

"Wear-Ever"

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,

North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley $\frac{5}{8}$-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



Think It Over!

WHY DON'T YOU STOCK MORE OF

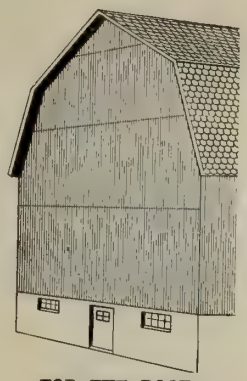


Goodell-Pratt's



TOOLS?

Goodell-Pratt Company *Toolsmiths* **Greenfield, Mass., U. S. A.**



FOR THE ROOF.
"Eastlake" Steel Shingles.
Anyone can roof a building with "Eastlake" Steel Shingles. Less work, less trouble, less time, and practically everlasting.

FOR THE SIDES.
Corrugated Iron, "Metallic"! Made staunch as armor plate.

FOR THE LIGHT.
Acheson Barn Roof Lights let all the light in and ventilate as well.

FOR VENTILATION.
The Halitus Ventilator caps them all.

FOR THE HOME.
"Metallic" Ceilings and Walls, beautiful, durable and fire retardant.
"Metallic" Brick, Stone or Metal Siding.

Sell the Farmers in your vicinity "METALLIC" Barn-Covering Materials—

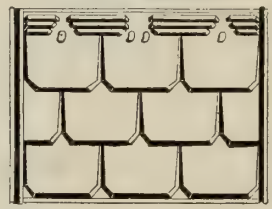
Make these discerning men have cause to be thankful that they dealt with you

We have spent our whole business life—1884 to 1914—in making quality goods only. No inferior Materials have ever left the "Metallic" factory. We state this positively, because we have never allowed "Metallic" quality to deteriorate. The patented features of "Eastlake" Steel Shingles are the counter-sunk cleat and the full length telescopic side lock and gutter. If quality alone had not put "Eastlake" Steel Shingles in the lead, these fine features would have accomplished almost as great a success.

We will enable you to give the greatest value for each Dollar invested in a Barn or House.

Write for literature and terms at once—take advantage of the season.

THE "EASTLAKE" STEEL SHINGLE



The METALLIC ROOFING CO. LIMITED
TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.



DAVIDSON'S
Galvanized Garbage Pails

Nestable — Takes up little space in store — **Saves Freight**

They Give Satisfaction as they are double armored—being generously coated with best spelter.

Will Stand Abuse and resist wear and rust indefinitely.

The Seamless Cover locks on and cannot be nosed off by dogs or blown off by the wind.

They meet the requirements of the Sanitary Laws and in every way are right up-to-date.

Three sizes in stock:

Nos.	2	3	4
Imp. capacity Gallons	8	10	15

Write us now if your stock is low

The Thos. Davidson Mfg. Co., Limited
MONTREAL WINNIPEG TORONTO

The Chilly Evening Proposition—Its Solution

McClary's

"NEW FAMOUS" OIL HEATER



has had the greatest possible assistance this season to sell itself and the result has kept us busy—Housewives recognizing the value of the new features instantly demand the "Famous."

The one-piece Copper oil tank.
The new method of replacing the wick.
The automatic locking device.
The oil indicator.

Plenty of time yet to sell a quantity—secure the co-operation of our nearest Branch.

McClary's Ship Quick

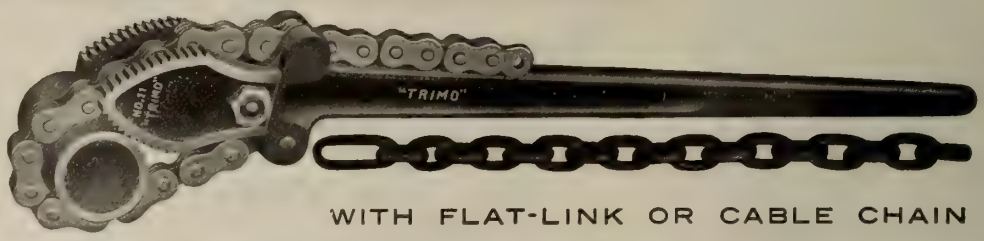
MONTREAL TORONTO HAMILTON LONDON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN EDMONTON SASKATOON

"TRIMO" CHAIN WRENCH

The Strongest of the STRONG

Lightest in Weight
Strongest in Action

Gold Medal
St. Louis, 1904



WITH FLAT-LINK OR CABLE CHAIN

Look at the Reasons Why

Chain pocket in the HANDLE—that saves the jaws.
NO drawing stress upon JAWS—hence increased strength.
Made either flat link, or cable—chains all tested thoroughly.
Handles and jaws, drop forged from best steel—interchangeable in all parts.
WE stand back of the tool.

Sold by representative dealers everywhere.

Handsome new Catalogue No. 150 mailed free. Let us send you one; it is generously illustrated.

TRIMONT MFG. CO.

Makers of the famous Trimo Tools

55 to 71 Amory Street **Roxbury, Mass., U.S.A.**

A Sunshine Furnace—a permanent investment

No question of replacing after years of service. The Sunshine is built to last from material only of the greatest durability and strength—tests extending over a generation furnish one continual proof of "Sunshine" superiority.



In the foremost rank of 1914 improvements the inclusion of American Ingot Iron in the "Sunshine" takes a prominent place. This iron, which is 99.84% purity, has made a reputation for itself for its resistance to corrosive action, and the fact that it is guaranteed rust resisting is sufficient reason why we have decided to use it in the construction of the Dome and Radiator of our Sunshine Furnace.

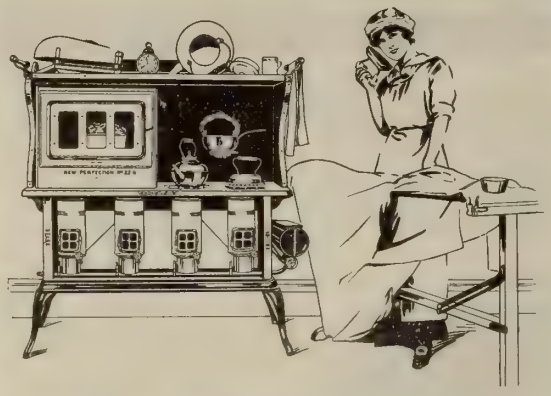
This feature added to the many other points of interest makes the Sunshine Furnace a specially attractive proposition to builders and architects. We therefore urge all dealers to secure full particulars by writing our nearest Branch.

McClary's on goods is a quality name.

MONTREAL TORONTO HAMILTON
LONDON CALGARY

McClary's

WINNIPEG EDMONTON
VANCOUVER ST. JOHN, N.B. SASKATOON



Warm Weather Brings Oil Stove Buyers

Housewives like to iron in a cool kitchen.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

Keeps the irons hot and the kitchen cool.

New Perfection Stoves are made in 1, 2, 3 and 4-burner sizes. The New Perfection No. 5 has the new fireless cooking oven that roasts and bakes perfectly in three different ways. Your customers will want to see it.

All the new models are better than ever before. A big advertising appropriation is telling your customers about them. Are you stocked?

THE IMPERIAL OIL COMPANY LIMITED — HEAT LIGHT POWER LUBRICATION

The Imperial Oil Company
LIMITED

Toronto	Montreal	Winnipeg	Vancouver
Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon

A Demonstration Makes a Sale



MAXIM SILENCER

The Maxim Silencer has aroused more interest and received more publicity than any other invention in the firearms field for years. This insures numerous and steadily-growing sales to the dealer who sells it—and makes known to his customers the fact that he sells it.

We help you sell and demonstrate the Maxim Silencer in your store. We furnish you, without charge, with a striking store sign, folders, and other helps. And we advertise persistently in sporting and outing papers, farm journals and other publications which reach rifle owners in city and country.

You can sell a Silencer with every rifle bought in your store—in addition to selling present rifle owners in your territory. Every sale means an extra profit.

Ask your jobber; or write to us for full particulars, prices and discounts.

Maxim Silencer Co., 104 Huyshope Ave.
Hartford, Conn.

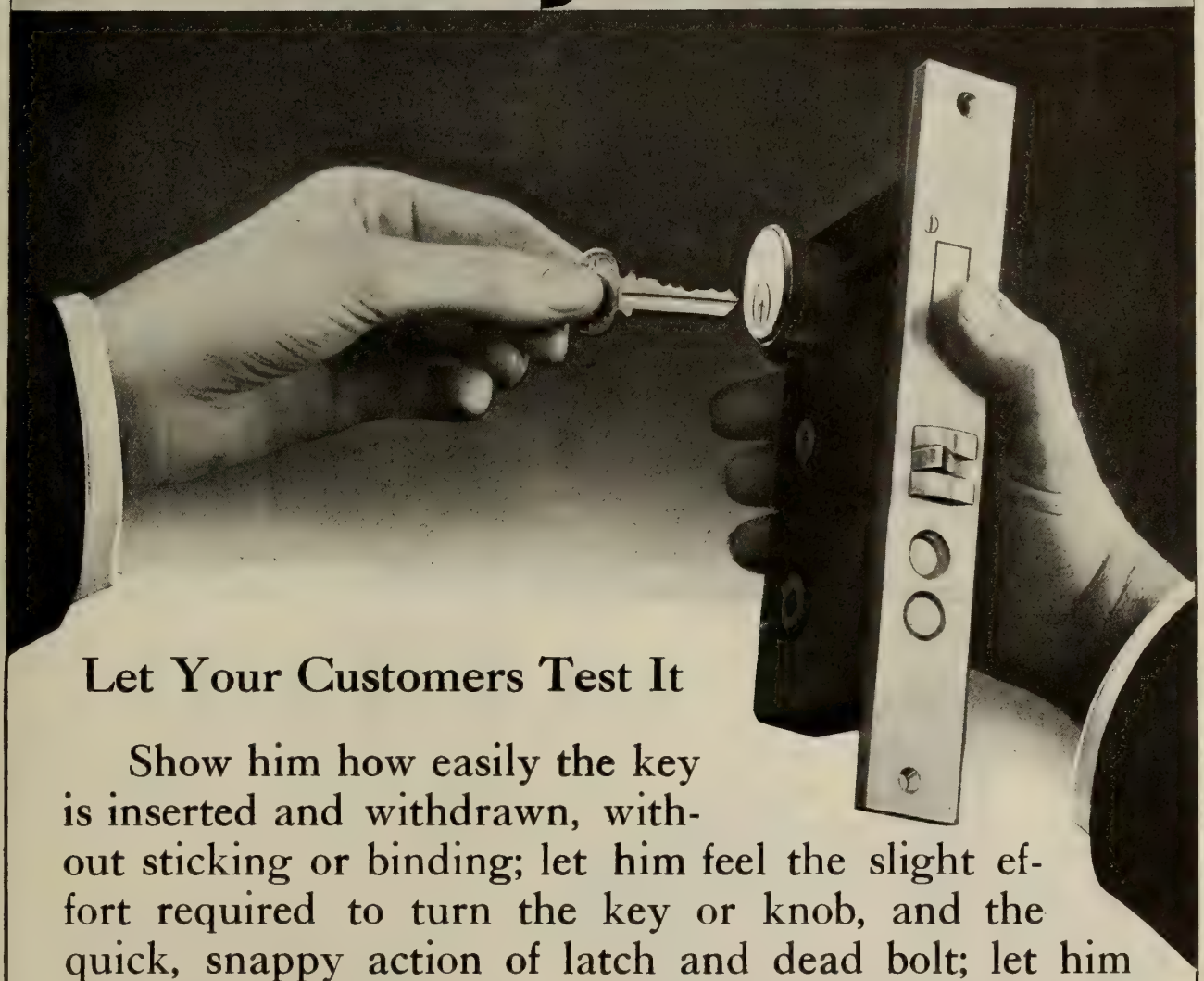
Eaves Trough, Conductor Pipe, Elbows, etc., etc.
Galvanized Iron, Tin and Canada Plate, Tinners' Supplies, Metal Roofings, Sidings and Ceilings

We devote our whole time and energy to Western Canada and with our large stocks give prompt and efficient service. It will pay you to send your orders to us.

Winnipeg Ceiling & Roofing Co.
LIMITED
P. O. Box 2186 H Winnipeg, Man.

CALGARY — Sheet Metal Mfg. Co., Ltd.
EDMONTON — Edmonton Metal Works Ltd.

Safety First



Let Your Customers Test It

Show him how easily the key is inserted and withdrawn, without sticking or binding; let him feel the slight effort required to turn the key or knob, and the quick, snappy action of latch and dead bolt; let him note the general good workmanship, strength and reliability; tell him of the superiority of the Corbin cylinder. The goods warrant praise, and please the man who is particular.

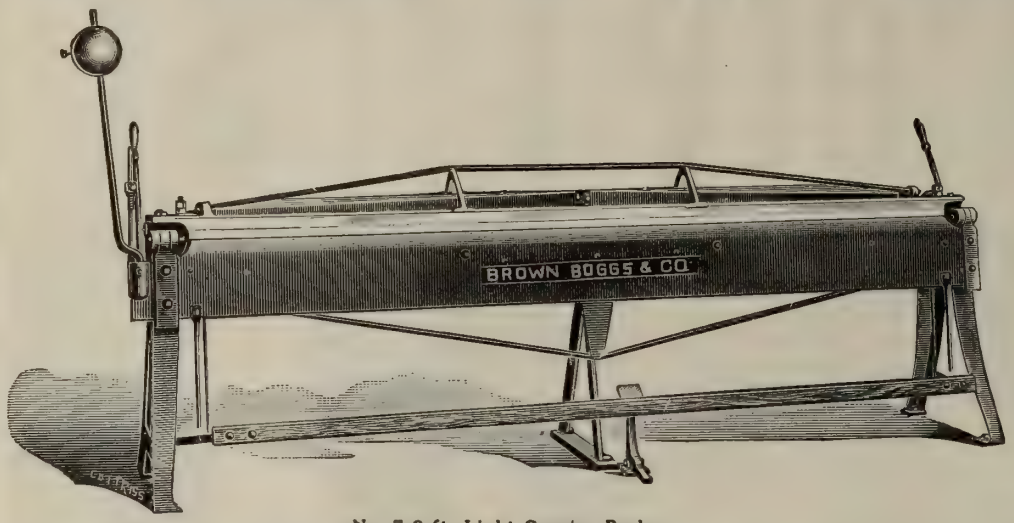
P. & F. CORBIN

The American Hardware Corporation Successor

NEW BRITAIN, CONNECTICUT

CHICAGO NEW YORK PHILADELPHIA

Mr. Tinsmith and Sheet Metal Worker



No. 7-8 ft. Light Cornice Brake

The Brake That Is

undisputably the best value for the money is the "BB."

It turns out work of a **superior standard,** QUICKLY, ACCURATELY, and ECONOMICALLY, which are the qualities every level-headed business man wants.

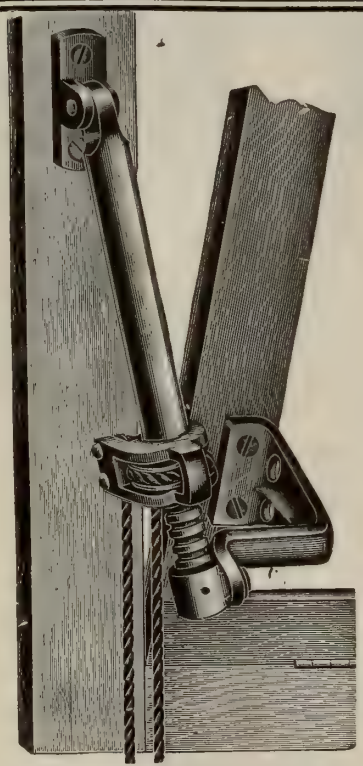
This brake is adapted for the manufacture of light cor nices, ridge rolls, valleys, gutters, sq. pipe, any size of eavestrough with square or round beads, etc. We also manufacture Heavy Power and Geared Brakes. OUR PRICES ARE REASONABLE.

If interested, we will be pleased to mail catalogue.

The Brown Boggs Co., Limited **Hamilton, Canada**

Tinsmith Tools, Sheet Metal Working Machinery, Canning Machinery, Etc.

Western Representatives: Bissett & Loucks, Winnipeg and Edmonton



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD 1809 EVERED & CO LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

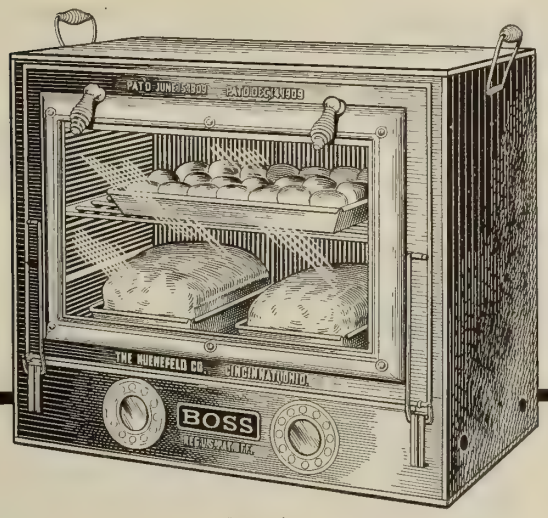
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal

BOSS OVEN

GLASS DOOR



GUARANTEED

No. 750

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.



FOUR BURNER LOW WITH GLASS TANK

The HUENEFELD CO., 6000 Valley St., Cincinnati, Ohio

HIGH-GRADE CUTLERY—ELECTRO PLATE and SOLID NICKEL SILVER FLATWARE

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift.

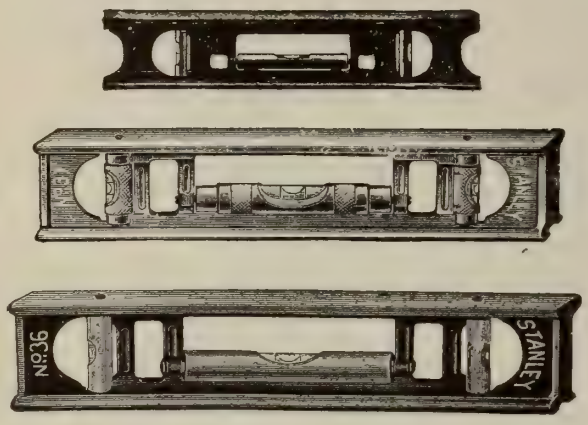


Jumbo Forks

EVERY SET CONTAINS OUR GUARANTEE.

McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, CAN.

AGENTS: Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.



Stanley Tools

SIX REASONS WHY YOU SHOULD STOCK STANLEY METALLIC PLUMBS AND LEVELS

1. Their design is **attractive** and **perfectly proportioned**, which combines the **minimum of weight** with the **maximum of strength.**
2. The **milling** and other **machine** work is such as to secure **absolute uniformity** in the level stocks, whose top **and** bottom are **perfect straight edges** and parallel.
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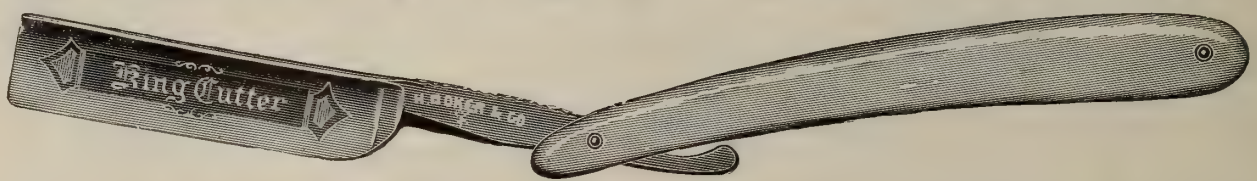
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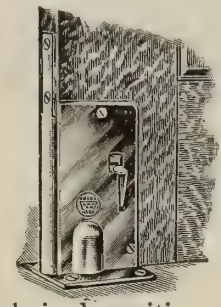
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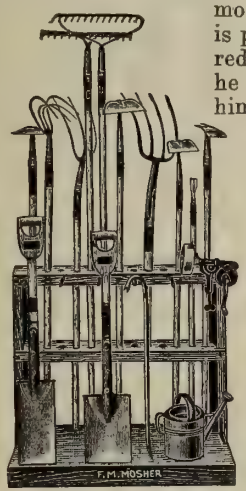
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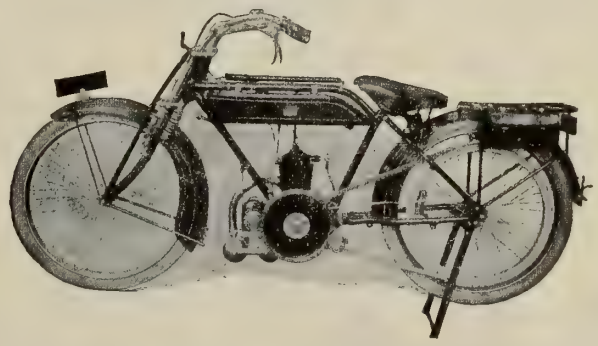


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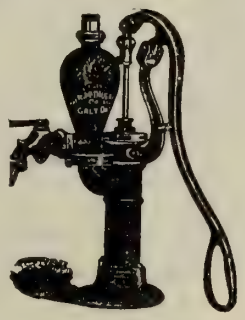
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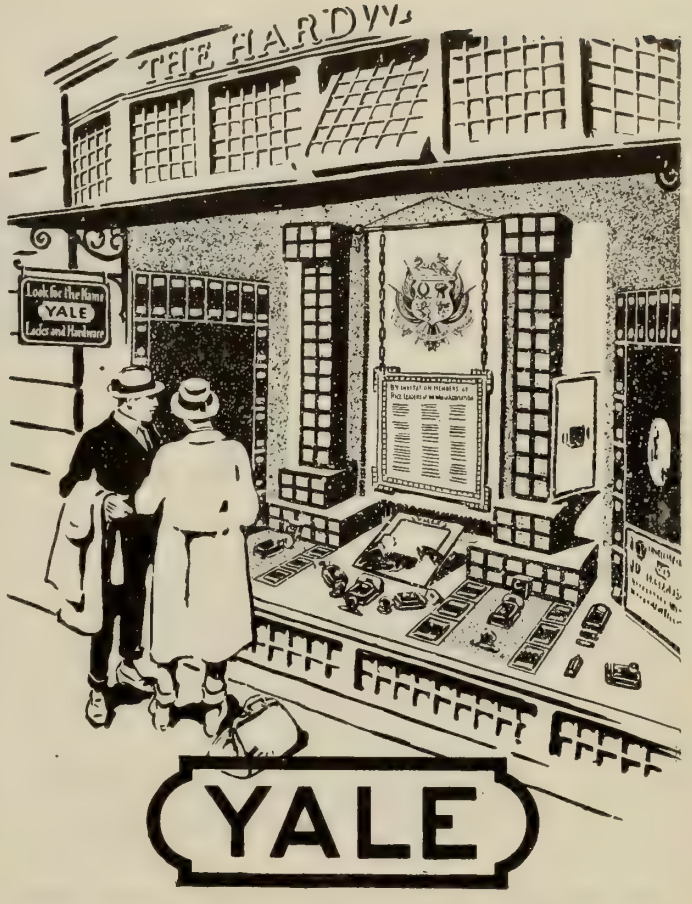
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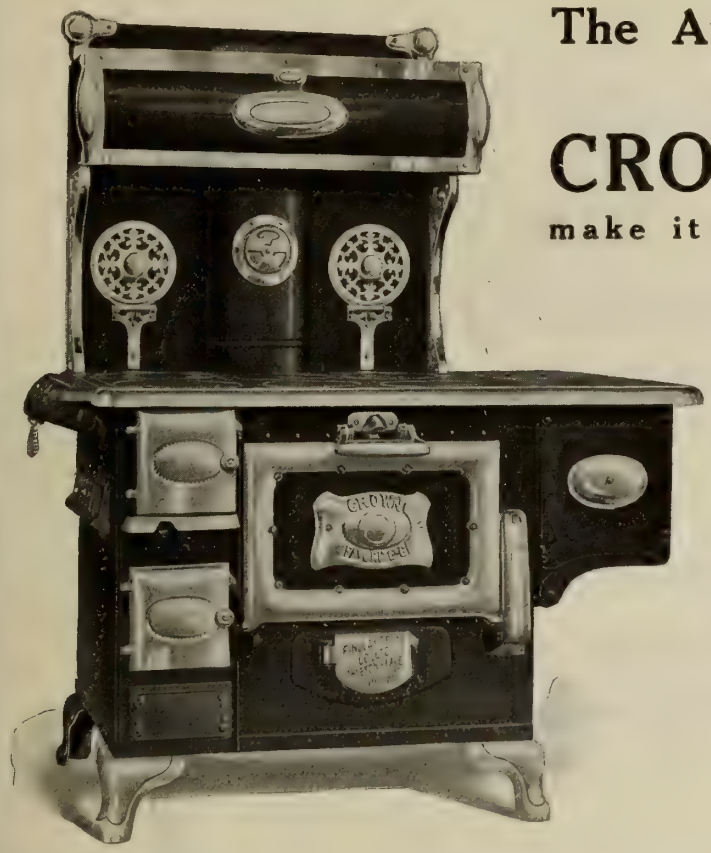
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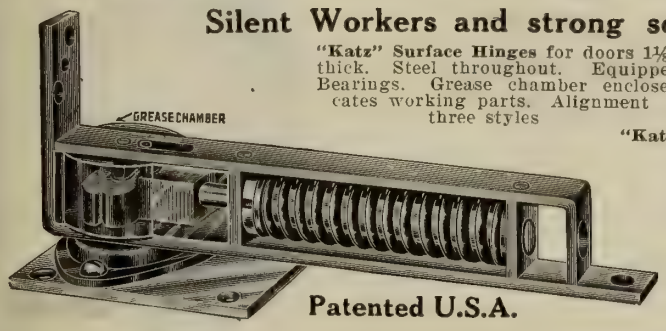
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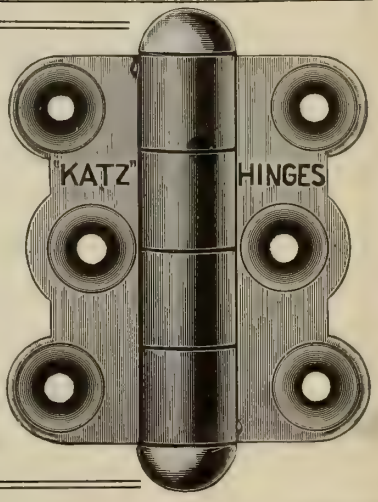
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Lawson Mfg. Co.
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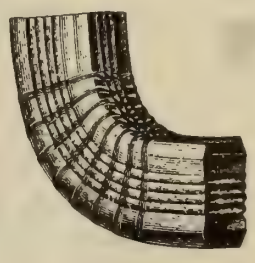
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Toronto **Winnipeg** **Vancouver**

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, APRIL 18, 1914. No. 16

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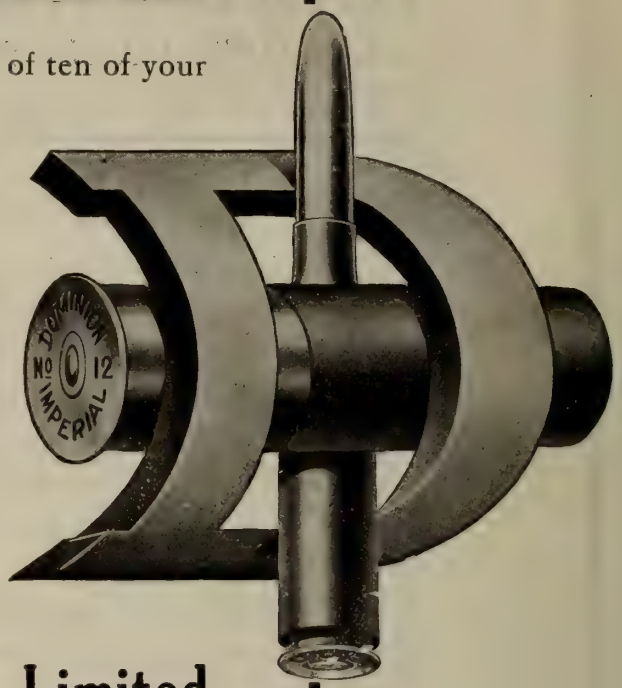
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is advertised to such an extent in the daily papers in the important cities from coast to coast in Canada, in the largest and most popular magazines, that a display is practically all that is required to effect a quick turnover.

Then you can effect sales to those not directly interested through our "satisfaction or money back" offer.

Nothing but lack of funds will result in an O-Cedar Mop being returned.

Catch the profitable house-cleaning season—order from your jobber now.

If he does not carry it, write us.

Every sale leaves a good margin of profit.



CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. APRIL 18, 1914 No. 16

1915 Exhibition and Convention at London

At a Joint Meeting of the Executives of the Canadian Hardware Manufacturers Exhibitors' Association, and Ontario Retail Hardware and Stove Dealers' Association it Was Decided to Hold the Next Exhibition and Convention at London, Ont.

MEETINGS were held at the Queen's Hotel, Toronto, on Monday, April 13, of the executives of the Canadian Hardware Manufacturers' Exhibitors' Association and the Ontario Retail Hardware and Stove Dealers' Association. At a joint meeting held in the afternoon it was agreed by the executives of both associations that London, Ont., would be the most suitable location for the 1915 Exhibition and Convention, which will be held during the third week in February, 1915.

The choice was unanimous, and members of both associations will begin to boost for the London exhibition and convention.

That the city of London was anxious to secure the hardware exhibition and convention for next year was clearly indicated by the attitude of Mayor Graham, of London, who visited the Ottawa convention last February for the express purpose of extending an invitation to the hardwaremen to be present at London next year.

Industrial Commissioner Gordon Philip, of London, was present at Toronto this week for the purpose of boosting for London.

London should be an ideal place for holding the exhibition and convention. The exhibits will be shown in the London armories, an exceedingly large building, which will accommodate a large number of exhibits, and which is located in close proximity to the leading hotels, and main business section of the city.

The convention meetings will be held in the new Masonic Temple, a large and handsome building recently completed, and only a few minutes' walk from the armories. The various clubs of the City of London will be thrown open to the visitors, and all visitors will be well taken care of.

At the joint meeting, it was suggested that the convention be held at a later date, preferably the last week in March. The members of the Retail Association present pointed out that the month of March would not be suitable for holding a convention on account of the retail merchants just entering the busy spring season during the month of March. January is a stock-taking month, and February is the best month for holding a convention.

Meetings of the executive of the Ontario Retail Hardware and Stove Dealers' Association were held at the Queen's Hotel, Toronto, on Monday, and several matters pertaining to the business of the retail association were discussed. The question of the proposed affiliation with the Retail Merchants' Association was laid over for further discussion. In order to increase the membership of the association it is proposed to send out an organizer in the near future to endeavor to secure new members for the association. The small number of members secured last year proved rather disappointing and a campaign will be started immediately for the purpose of increasing the membership of the association.

Make Changes.

The questions of registration, and distributing of badges at the next exhibition, will be discussed by a committee selected by the executives of the two associations. In all probability the exhibition will be thrown open at all times to retail hardwaremen whether members of the Retail Association or not.



London armouries, where 1915 exhibition will be held.

Fly Preventive and Destroyer Season Near at Hand

Startling Facts Regarding the Rapid Reproduction of This Dangerous Insect—Hardware Merchants Should Begin Early in the Season to Push the Sale of Screen Doors, Windows, Garbage Cans, Fly Swatters, Meat Covers, Etc.

WITHIN the next few weeks the "Swat the Fly" slogan will be heard in all sections of Canada, for there are few places where the dangerous enemy the fly, does not intrude. The danger of infection with disease from this insect is exceeded only by the rapidity with which it multiplies. The enormous fecundity of the house-fly is perhaps much greater than many people imagine. The rapidity of its reproduction is due to two causes: first, the universal prevalence of substances suitable for the nutrition of larvae and in which they develop; second, their early maturity. House-flies breed in any decaying matter of vegetable or animal nature and in stable refuse if conditions of temperature and moisture are suitable. Fermentation is an almost universal condition of all substances in which the development occurs. Stable refuse, straw, old woolens, cottons, mushrooms, and garbage of decaying vegetables, fruits and food stuffs are the principal breeding grounds. Flies will breed at any time when heat and moisture conditions are suitable. This generally happens in the summer, but it is not uncommon for flies to breed in the winter when unsanitary conditions exist.

Reproduction is Startling.

It has been estimated by scientists that one female fly lays at one time 150 eggs. These eggs take about ten days to hatch and mature, and are ready then themselves to reproduce. Allowing that half of these are females, there are 75 of them to lay a second batch of eggs. If each of these 75 females lays 150 eggs, the result is 11,250 flies, which in another ten days are matured. If half of this second batch are females that will give us 5,625 to lay eggs. Allowing that each of these lays 150 eggs, we have a total of 843,770 flies, the descendants in thirty days of the one female fly with which we started. Those who have studied the matter say that each female fly produces about five batches during her lifetime. With multiplication like this going on all summer, if any danger can be attributed to flies, just think how much can be attributed to each female which is allowed to breed. It must be remembered that these figures are based on scientific observation, they are not guesswork. They have science to back them.

Now what are the dangers from the house-fly as regards disease? It has been proven that flies carry infection in two ways—internally and externally, and also that owing to the structure of their legs and bodies nothing can prevent them carrying pollution. The very materials which the fly frequents for feeding or breeding purposes are full of disease germs, and as the legs of the fly are like fine brushes, a great deal of matter adheres to them and cannot be cleaned off. Then, again, the fly while digesting its food, which is often composed of germ-infested matter, regurgitates or vomits, and in this way, besides the ordinary excretions, infected matter is left in various places that the fly may visit. "Observation has clearly shown," says a well-known Canadian authority, "beyond the shadow of a doubt, that a fly will travel over 700 yards within two to three days, giving plenty of opportunity for the carrying of infection to places at a considerable distance; and, in fact, it may safely be said that owing to its habits and bodily structure no fly is at any time free from infection."

The danger from flies as agents in carrying disease bacilli can not be overestimated. Flies have frequently been seen in summer sitting on dining tables and other places with their feet still white from chloride of lime which had been spread on stable refuse, etc., etc. That the white material was chloride of lime was proven by chemical tests. When one considers the cuspidors and other objectionable places which flies frequent, maybe some hundred yards away, and then come to sample the butter, drink of his milk, nibble his sugar, and regurgitate on our bread and meat, no decent person will feel like tolerating such insects around the house or store.

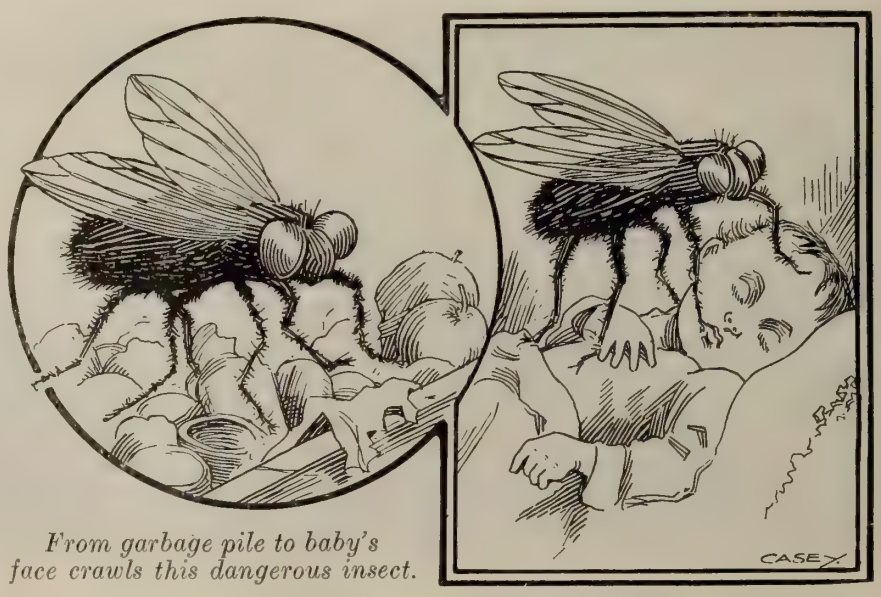
As Deadly as War.

During both the Spanish-American and the Boer Wars it was concluded by experts that flies had caused tremendous loss through infecting soldiers' food with typhoid germs. The same danger has been shown from them carrying tuberculosis germs, and flies have been examined which, twenty-three days after being exposed to infection, still carried disease bacilli. What a horrible thought, then, that the flies which are seen crawling over our meat or feeding from the butter or milk or cheese, have probably just come from the repulsive cuspidor or from a garbage-box in a nearby lane.

Where the Merchant Comes In.

Many of the lines of Fly Preventive and destroyers are sold by hardware merchants. Missionary work as regards sanitation can easily be done and large sales should result early in the season. From the information contained in this article the retail hardware merchant should be able to prepare show cards, window displays or newspaper advertisements, that would put the facts before the public and impress upon the minds of all citizens the necessity of using every

(Continued on page 66.)



From garbage pile to baby's face crawls this dangerous insect.

Getting The House Cleaning Trade



Necessity, the Mother of Invention, Has Been Responsible for the Production of Many Modern Appliances Which Have Revolutionized House-Cleaning Methods —

During recent years many new lines have been added to the stocks of Canadian retail hardwaremen. The majority of these lines consist of appliances and utensils for household use, produced principally for the purpose of lightening household duties. The majority of these lines carry a liberal margin of profit, and many of our most up-to-date hardware merchants have not been slow to take advantage of the opportunities for profits, afforded through stocking and selling the new products.—Editor.

HOUSECLEANING is likely to become old-fashioned before we know it. In the old days it was the custom, to turn the house up-side-down as it were, twice a year. The housewife got busy, the carpets were taken up, hung on the clothes line in the yard, and beaten with carpet beater, broom handle, or hickory stick until the dust was flying in all directions. In the house was all the disorder of battle, without the slaughter. The quantity of soap, both of the hard and soft variety, which was consumed was appalling.

Muscle and soap plus a great deal of misdirected energy were the principal housecleaning commodities.

In the olden days, comic papers thrived on housecleaning jokes, and cartoonists revelled in them to a much greater extent than they do to-day.

During recent years conditions have been changing in a marked degree. Housecleaning no longer strikes terror into the hearts of many of the men who in the olden days had to eat their meals in the woodshed, or eat what they could where they could during housecleaning time.

Necessity, the mother of invention, has caused the production of a large and varied assortment of housecleaning appliances.

Many of the new appliances produced have cut housecleaning work almost in two, and at the same time do more effective work than under the old system.

The writer paid a visit to an up-to-date hardware store a few days ago, and during the course of conversation with the proprietor was informed, that during recent years the stocks of many of our most progressive hardware firms have been undergoing many changes.

New lines are being added, almost every week, and the trade of the housekeeper is being sought to a much greater extent than ever before.

This dealer stated that one of the most profitable departments in his store was the one devoted to household goods and particularly the section in which was found housecleaning supplies.

This department is busy at all seasons of the year, but particularly so during the spring.

"Housecleaning," said the dealer, "is being carried on the whole year round, and although the spring housecleaning is the greatest of all, there is a ready sale for housecleaning supplies during all other seasons. We feature housecleaning supplies strongly during April and May and we are enabled to sell many lines of profitable goods during these two months.

"Many of the lines were never heard of 15 or 20 years ago, and where we were pushing the sale of nails, wire, fencing, etc., in the olden days, we are now pushing vacuum cleaners, dustless mops, dust cloths, wallpaper cleaner, furniture polish, paints, enamels, sweeping powders, wall brooms, mops, mop-wringers, water and electric power washing machines, metal polish, washing powders, curtain stretchers, clothes baskets, wringers, pails and a lengthy list of other household lines, and we are making good profits on them, too. We advertise freely in the newspapers, featuring housecleaning goods. We also use our show windows, price cards with prices in plain figures always accompany the goods on display.

"We make a large number of sales through personal contact, showing customers how certain articles are used, giving demonstrations of floor mops, vacuum cleaners or sweeping powders. Let me tell you right here, there is nothing that will get a lady customer interested in what you are selling quicker than by giving an actual demonstration. We sell more dustless mops and dusters by demonstrating them on a small section of hardwood flooring, than by any other method.

"We sell more vacuum cleaners by demonstrating them in the homes than by any other method. Large show cards are very effective in drawing attention to housecleaning goods, especially when the goods are shown on tables. I believe in having a large selection of housecleaning supplies on display, and having one section or table set aside, especially for the display during the spring housecleaning season. By using modern appliances many of the old-time disagreeable features of housecleaning are eliminated. Almost every week something new is being offered by manufacturers, to aid the housewife. I pick up many new and rapid selling lines by watching the advertising pages of the trade papers.

"You hear many people say that you have to work up a demand for these housecleaning appliances, but it has been my experience that the demand has always existed, and it is largely up to the hardwareman to stock the goods, feature them, demonstrate the various uses, and meet the demand."

HARDWARE AND METAL

VOL. XXVI. No. 16 Toronto, Canada, April 18, 1914 Two Dollars per Year

The 1915 Convention

AT a meeting of the officers of the Retail and Manufacturers' Association, held at Toronto this week, it was unanimously decided to hold the 1915 Convention and Exhibition at London, Ont. At the Ottawa Convention and Exhibition the Mayor of London extended an invitation to the two associations to hold their meetings at London next year.

The fact that London was easily accessible by good railway connections, and that excellent accommodation for holding the exhibition and convention was available had the effect of making the choice an almost unanimous one. The armories in which the exhibition will be held is located near the centre of the city, in fact only a few minutes' walk from the business section. The Masonic Temple in which the meetings will be held is a commodious building, elaborately equipped with every convenience and assuring comfort to all members visiting the convention.

Lack of proper accommodation, particularly for holding convention sessions has proved a serious drawback at many of the conventions in the past. This will be entirely overcome at London. The Temple is only a few minutes' walk from where the exhibition will be held and this is also an important point in favor of London. At the Ottawa convention it was almost impossible to get a large number of members together, owing to the poor accommodation at the exhibition building.

Owing to the disaster at Howick Hall it was impossible to carry out the original programme, and this feature no doubt had a bad effect on the Ottawa meetings. The lack of interest shown by retailers in the exhibits was regrettable, but it is hoped that better conditions will prevail at London. The date for holding the convention, the third week in February is the most suitable period for the retailers, and although it was thought that some change would have been made in the convention date, this was not found necessary. It is altogether probable that before the next convention the members of the Retailers' Association will have an opportunity of deciding whether or not they will affiliate with the Retail Merchants' Association. The general feeling appears to be that the affiliation will take place, providing suitable arrangements can be made, and that the Retailers' Association will become known as the Hardware Section of the R.M.A. Retailers should rally to the support of President Macpherson and help him to make this the most successful year in the history of the organization. There is much room for growth, and the membership should be largely increased. The present membership represents only a small percentage of the hardware merchants of Ontario. There is much work for a live association to do and it is to be hoped that the activities of the association this year will result in many measures being adopted for the benefit of the retail hardware merchants.

Sales Force Efficiency

ONE of the most difficult problems that the hardware merchant faces is the maintenance of sales force efficiency. There is so vast a drop from the height of salesmanship perfections to the depths of incompetence where so many belong who essay the role of salesman, that the success of a business depends to no inconsiderable degree on the point between the two extremes that the staff average attains. If the average is low, the business will not prosper, no matter how well it may be managed otherwise, or how high the standard of the stock carried may be.

The average salesmanship in the average big store is probably not very high. Among other qualities required to make a good salesman is ambition; and it is not often possible to infuse the spark of ambition into the whole staff. Clerks who lack the desire to get on in life seldom have the desire to run up a big sales total or to be consistently courteous and obliging to customers. With a certain number of clerks of the non-ambitious type scattered through the staff, the possibilities of creating big increases in business are seriously curtailed.

In some of the larger stores, a method is followed to overcome this. Each salesman is provided with a weekly sales record, showing what sales he, or his predecessor, made during the corresponding week of the previous year, figures being thus given to show the salesman what he has to beat; for in these stores, increases are regarded as absolutely essential and the salesman who cannot keep up his end is soon replaced. It is a hard rule and under it only the fittest survive, but it surely creates a high average of salesmanship. The weak links in the chain are soon detected. At the same time, it gives a capable clerk full opportunity to show his ability. When a salesman is showing results, his good work cannot be overlooked.

The Business Situation

DURING the past week there has been a slight tapering off in the size of orders for hardware and kindred lines. This is accounted for principally by the fact that during the first two weeks of the month large numbers of Spring booked orders were shipped, and many merchants who had previously held back Spring orders, placed for immediate delivery.

Whether the volume of business for the last two weeks will compare favorably with the corresponding period of last year remains to be seen. A large number of price changes have recently taken place and the majority have been in the nature of declines. The metal market has been weak and a number of price changes have taken place during the past two weeks. Buyers of metals are exhibiting extreme caution, principally on account of weakness in the primary markets. Commenting on the business outlook the Financial Post says:—

After discussing the business situation, following Mr. White's budget announcement and the Railway Board's decision as to rates, an eminent Canadian said: "I'm not going to worry; I'll just wait and see what happens." After the unsettling effects of the railroad rate decision and of the budget speech we can quite understand why that attitude will be generally assumed. Although in the opinion of the Finance Minister, the Dominion is now on the upward trend in so far as business revival is concerned his own figures and those of business generally are against him. Our foreign trade, both as to imports and exports, is still declining and other indices of business conditions point to further contraction. Commodity prices are declining. Dun's latest report says that out of approximately 50 changes, there are 36 declines. Of all such figures none are so depressing as the decline in railroad earnings. Although Mr. White says the worst is over, business men cannot ignore facts which daily experience is thrusting before their attention. Presentation of figures at the present juncture, respecting trade and commerce of the Dominion, by its representative, could not very well be done without to some extent disturbing business. Mr. White, apparently conscious of this, urged that the hour was one for "courage and confidence." There's need for it and justification also.

That some repairs to our tariff were necessary was quite obvious, and those which the minister announced will have a very desirable effect upon business. Those branches of industry particularly affected are important and have ramifications through which the effect of the tariff will be favorably reflected. The changes made ought to be satisfactory to the business interests of the Dominion but they will not allay the political unrest in the West.

Following the budget announcement the Railway Board's decision as to rates was made known and the changes ordered are more drastic than anticipated. Gains to shippers generally will not offset, in our opinion, the damage which the Dominion will suffer through impairment of credit inflicted by the Railway Board decision. How it affected the financial markets was quickly reflected in the action of the Canadian Pacific shares on the London market and following their sharp decline there will, no doubt, be some depression in the securities of Canadian rails generally.

The present is an unfortunate time to announce a reduction in railroad rates, inasmuch as all the roads are showing a marked decline in earnings and in consequence a smaller margin over requirements for interest and dividend obligations. Instantly the investing public of the old world, from which our railway capital has been derived, will conclude that our railways are being subjected to the same form of baiting as has made it difficult to market United States securities and even when marketed they have not secured for them the same advantageous terms as for similar Canadian offerings. We draw attention to this aspect of the rates decision because we believe that it has a very important bearing upon the business outlook for the Dominion. Our railways are the great factors in the opening up and settlement of new territory and it is from this development that so much grist for Canadian factories and mills is derived. If the credit of the railroads is undermined by untimely rate reductions the scope of their energies will be correspondingly contracted.

It is quite likely that our business men will continue to hesitate. They may not worry, but will wait and see what results rate reductions and tariff changes will have.

Editorial Briefs

WATCH THE markets.

* * *

"CLEAN UP and Paint Up."

* * *

BOOST FOR London for 1915.

* * *

FLY TIME IS THE time to sell screen doors and windows.

* * *

PUSH THE SPORTING goods department at this season, all sporting supplies are rapid selling lines now.

* * *

"A PROMINENT manufacturer's advice at the present time is to forget the money stringency and push business and collections hard." Good advice.

* * *

IT HAS BEEN suggested that some of the fossilized inhabitants in some towns be sent along to the dump ground during the "Clean Up and Paint Up Campaign."

* * *

DO AS LITTLE as you can for your money, is the creed of the clock-watcher. Do as much as you can and do it better is the axiom which makes the successful business man.

* * *

A MAN WHO HAS studied trade conditions closely, claims that the store with the most show cases can sell more goods with a smaller staff than stores which lack display facilities.

* * *

WHEN ALL ADVERTISING has been elevated to the standard where all statements can be accepted as absolute facts, the results from advertising will be multiplied several times over.

* * *

TIME WAS WHEN people avoided a new article because it was new; now they are more likely to buy because it possesses the advantage of being new. This volte face on the part of the purchasing public has made a big difference in buying methods.

Seasonable Advertising by Retail Hardwaremen

Recent Advertisements of Canadian Retail Hardware Merchants Featuring Spring Goods—Guiding Principles in Copy Writing—The Business Methods of a Western Firm.

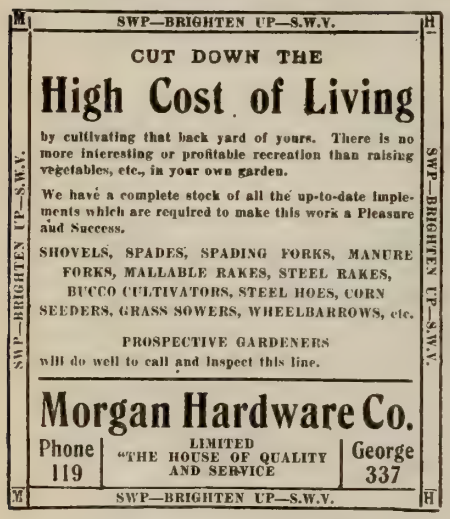
IN glancing over the pages of a number of Canadian daily and weekly newspapers I was greatly impressed by the number of neat advertisements inserted by various retail hardware firms.

What interested me particularly was the fact that almost without exception the advertisements featured seasonable goods, lines that are in demand and are needed at this season of the year, lines that are needed by the public although the latter do not always realize they need the goods, until informed that they do, through the medium of the newspaper advertisement, show window or some other method of publicity.

There is a marked contrast between the methods of advertising employed by Canadian hardwaremen to-day, and those employed 15 or 20 years ago when little or no attention was paid to newspaper advertising. In those days it was not uncommon to see an ad. run for weeks at a time without change of copy. Many retailers believed that newspaper advertising was a waste of money, and they were no doubt correct, judging by some of the ads. that appeared in those days.

To-day we find an entirely different state of affairs, and although there are still some merchants who do not advertise in the newspapers they are yearly growing smaller in number and in many cases losing ground in the march of progress.

Reproductions are here shown, of four advertisements which have recently appeared in Canadian newspapers.



The Morgan Hardware Co. ad. features garden tools, etc., and is a direct appeal to the readers of the advertisement to cut down the high cost of living by growing garden stuff. This ad. occupied a space 4½ x 5 inches, and was well set-up, although a better effect would have been secured by using illustrations and quoting prices.



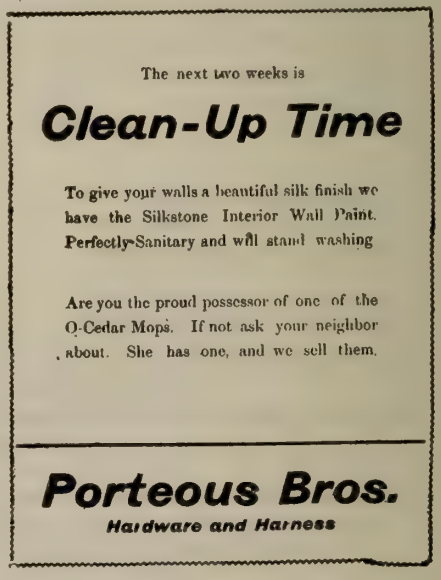
Dalgleish & Harding, whose advertisement is shown in Fig. 2, are located at Kelowna, B.C., a town of about 3,000 population. The advertisement occupied a space about 9 x 9 inches, and featured housecleaning materials, paints, fishing tackle, etc. The advertisement is well set-up, and attracts the attention of the reader. The ad. could have been made more effective by quoting more prices on the various lines of goods featured.

Porteous Bros. are located at Argyle, Sask. Their ad. occupied a space 4½ inches x 6 inches, and features "Clean Up Time." The ad. could have been made much more effective by giving a description of the mop, and telling of some of the uses for which it is intended rather than to tell the readers to ask their neighbors about it.

McCubbin's are located at Oak Lake, Manitoba, a town of less than 1,000 population. This ad. occupied a full page space and is an ad. that should draw business. The ad. has many good features. The goods featured are well described and another commendable feature is the quoting of prices on each line. The lines featured are all seasonable, the illustrations are good. The firm is not trying to work up a demand for any line of goods, they are showing the public that they have the goods on hand and that there is a need and a demand for such lines as those offered. The direct talk to the customers is also a commendable feature and clearly outlines the firm's policy as follows:—

"We believe the time has arrived when we should make ourselves clear with our customers in the matter of prices and terms on which we base our prices and ask for your business. Twenty years ago nobody thought of paying cash. The manufacturer gave the merchant long dating on his goods, and he in turn handed them out over his counter, trusting that some day he might get paid for them, and if not he had the comforting assurance that the money was always owing to him. There has been a gradual change in all business lines, and to-day you can buy a farm, a horse, a pound of tea, a monkey wrench or a mouse trap cheaper if you have the cash. This is as it should be, and although the manufacturer asks the merchant to-day to cover his account 30 days from date of invoice, the merchant benefits by getting his goods at lowest spot cash prices and in turn can pass them on to his customers at a price to meet any legitimate competition, if he in turn gets cash for his goods.

"We figure that 90c. in our till is better business than $1.00 on our books, and have decided to allow a discount of 10 per cent. for cash with order on all regular goods not marked net. This applies on every piece quoted on this sheet. Compare these with any prices with which you are familiar. Get out your catalogue if you are a catalogue house



man. Add freight and handling charges to catalogue prices. Our goods are quoted F.O.B. Oak Lake, unpacked set up and ready to be used. If you find the comparison favorable to us we ask you

to encourage home industry by dealing at home.

"To our other loyal customers who have stuck to us through thick and thin we solicit a continuance of your favors under fairer terms when you pay cash, and the same terms on a credit basis."

If more hardware firms followed out the methods adopted by this firm there would be a great deal less complaint regarding the operation of mail order houses.

Advertisements of retail hardware merchants are becoming more numerous, and more effective. Retailers are now giving more time and study to newspaper advertising than they have at any time in the past.

They realize the value of advertising in good newspapers, providing of course that the proper amount of time and thought is given to each advertisement.

Essentials of a Good Ad.

A prominent advertising manager in discussing advertising problems stated recently:

"Advertising is suggestion and sales are created by the power of suggestion. Suggestions can be conveyed by objects, illustrations or words. This being true, then the essentials necessary to the preparation of a good ad. are knowledge of the article to be advertised, how to illustrate that article, with reproductions of drawings or photographs that will attract and how to describe it with words that will most strongly suggest the benefits to be derived from its use. Certainly this sounds simple, but wait! The ability to distinguish those possibilities of the article which are of greatest interest because most practicable, how best to illustrate the article by a proper adaptation of the most suitable of the various kinds of art work and how to describe it by a choice of words that will most forcefully suggest its advantages to prospective purchasers can be obtained only by a serious study of the many good published writings relating to advertising, observation of people as applies to their conditions, requirements and ambitions and an actual practical experience in connection with successful and varied advertising and selling campaigns.

"Analysis shows that most advertisements set to 70 agate lines or under are uniformly much better constructed than those occupying larger space. This condition is due to the fact that if attention is to be secured, interest awakened, desire created and sales clinched by the use of restricted space, the best adaptation of illustration and layout and the cleanest-cut copy that can be devised by necessity are compelled. More generous space, because its large size tends to lend a certain degree of strength, oft'times inspires a freedom of illustration, layout and copy that in the final result means weakness."

HARDWARE LETTER BOX



Key Filing Jig.

H. S. Armstrong Co., Moncton, N.B.—"Kindly advise me who manufactures the Harrison Key Filing Jig?" J. B. Harrison Co., Mfrs. of Key Bitting Machinery, New York City.—Ed.

Wilson Rolling Doors.

Subscriber, Winnipeg.—"Can you let us know name of United States firm manufacturing Wilson Rolling Doors?" Jas. G. Wilson Co., New York City. A. B. Ormsby Co., Ltd., Toronto, Canadian Agents.—Ed.

Stencil Machines.

The Duthie Company, Fernie, B.C.—"Can you oblige us with name of maker of stencil cutting machine suitable for cutting advertising slides from black paper in stencil form?" Hamilton Stamp & Stencil Co., Hamilton, Ont.—Ed.

Nickel Platers.

The British Aluminum Co., Toronto.—"Can you advise us of firms doing nickel plating work in Toronto?". The Madigan Electro Plating Works, Adelaide St. W. Toronto; Carton Plating Co., 30 Sheppard St.; American Plating Co., 87 Richmond St. W.—Ed.

Now Located at Ottawa.

The Beach Foundry Co., Ltd., have acquired the premises and plant of the Butterworth Foundry, Ottawa, Ont., where the head office is now located.



How Canadian Retail Hardware Firms Feature Hunters' Supplies

Window Displays of Western Canada Hardware Firms — Eastern Canada Firm Features Sporting Goods in Newspaper Advertisements.

"HAVE you ever listened to the honk of the wild goose, or the flutter of the wings of the brant when they arrive in the spring, without feeling as if new blood had been infused in your system? To go a-gunning is the best tonic known." The foregoing was the introduction, to an advertisement by Brace, McKay & Co., of Summerside, P.E.I., featuring hunters' supplies in their newspaper advertising. The ad., which is here reproduced, is one that should attract the eye of anyone who is at all interested in shooting or out-door sport. The ad. not only attracts attention but tells the reader of various lines of guns and ammunition which may be purchased at the store of Brace, McKay & Co. Prices are quoted on all lines mentioned in the ad. The ad. occupied a space 6½ inches x 15 inches.

Another firm which is featuring the sporting goods department in a novel manner is the Sommerville Hardware Co., Edmonton, Alta.

An illustration is here shown of a window display of campers' and hunters' supplies, designed and arranged by Harold Cook, advertising manager for the firm. This window attracted a great deal of attention, and much favorable comment.

The background is a simple lattice structure with a diamond slat in the centre. The flowers used are wistaria and smilax. In the centre of the window is a birch-bark box of lilacs, air moss and ferns, and at each side of the flower box are 36-inch pedestals with a bouquet of lilacs and ferns on each.

The fixtures used are oak pedestals and slabs, plateaus, and card easels.

Down the centre of the plateau and puffed on the floor is a drape of green plush, which adds richness to the display.

A high-class showing of rifles, ammunition, camp supplies and sporting sundries, mingled with various specimens of birds, game and furs, complete the display. A number of very attractive show cards were used. The cards were prepared by Mr. Cook.

Another very attractive display of hunting goods which appeared in the show window of the J. B. Kernaghan Co., Prince Albert, Sask., is also shown.

In this window, excellent use has been made of advertising show cards and material supplied by the manufacturers.

The display is not overcrowded. A nice range of game traps, rifles, ammunition, and sporting sundries are shown in this display.

A camp stove in the centre of the window attracted a great deal of attention.

A number of stuffed birds and animals were also used and proved to be a feature that attracted the attention of many passers-by.

The methods adopted by these three firms are sure to secure business for them. The trade of the sportsman is indeed desirable. The majority of sportsmen are good spenders and if you secure their trade, the chances are that you will find your profits mounting.

The newspapers and show windows are excellent mediums to use in pushing the sale of hunters' supplies.



Excellent display of hunters' supplies by Sommerville Hardware Co., Edmonton, Alta. Designed and arranged by Harold Cook, advertising manager.



Newspaper advertisement of Brace, McKay & Co.

There is probably no other kind of window display that will attract more attention in a short time than a novel display featuring sporting goods. Hardwaremen are now taking a greater interest than ever before in sporting goods, and during the past year a large number of retail firms have added departments of this kind. There are also many of our old established firms which have conducted sporting goods departments for many years and have worked up a large trade in this line of goods.

Create an interest in your sporting goods department and you will soon find a large portion of very desirable trade coming your way.

SPRING OPENING IN HARDWARE STORE.

Large crowds of interested housewives and would-be housewives attended the second spring opening of Ingram and Davey, Limited, St. Thomas, on a recent Saturday, and thronged the big hardware store from early morn till late at night.

The store had been artistically decorated with spring flowers and the combination of bright colors were set off by the dark colors of the hardware goods which had been especially arranged with a view to effective display.

Music by the London Harpers and luncheon served by the ladies of the Elgin Humane Society gave a distinctly social touch to the occasion and the fact that the luncheon was cooked by electrical appliances added a touch of novelty which doubly impressed itself on the visitors to the store.

The following firms made special displays and had their representatives to explain the advantages of their wares.

The International Varnish Company, of Toronto, made a special display of "Lacquerette" and distributed carnation blooms.

Pinchin-Johnson Company, of Toronto, exhibited paint and distributed literature.

F. W. Bird & Son, of Hamilton, had a display of roofing.

The Allith Manufacturing Company interested the farmers by their display of barn door hangers and tracks.

Metal shingling and siding was displayed by the Metal Shingling and Siding Company of Preston.

Aluminum ware was shown by the Northern Aluminum Company, of Toronto.

A display of electrical appliances proved an attractive feature for the ladies and much interest was taken in the display of irons, toasters, coffee percolators, chafing dishes, etc.

A vacuum cleaner was shown by the Frantz Premier Company, of Cleveland.

An electrical cook stove, manufactured by the Hughes Electrical Heating Company, of Flint, Mich., did not arrive in time for the display on Saturday, but was shown later in the week.

FEATURING CARPENTERS' TOOLS.

Chatham, Ont.—With the advent of spring weather and the reopening of building, the J. C. Wanless store has been appealing to the carpenters with a window display devoted solely to carpenters' tools. The entire front window was given to the display which had some features out of the ordinary.

The central item was a carpenter's bench showing the carpenter's work actually in progress. A board was in position at one side partly planed, with the tool still in the wood. At each side of the bench was a buck, and at the left-hand side of the window a row of shelves. This gave ample opportunity to the designer to display, either on the bench, on the shelves or against the background, a complete assortment of carpenters' tools. Wherever possible the tools were shown "in action," so to speak A touch of realisticity was given by the litter of shavings on the floor Saws were, of course, given considerable prominence. The display included not merely tools of all kinds, but nail kegs, oil, sand-paper and similar incidentals, the window representing with fair accuracy a miniature carpenter shop. The display was designed by Sep. Poole, of the Wanless staff.

At the same time the store appealed to the carpenter trade through newspaper advertising, the aim being to have the window and newspaper advertising co-operate.

The display is stated to have attracted much attention and brought considerable business.



Splendid display of hunters' supplies by J. B. Kernahan, Prince Albert, Sask.

The Inside History of a Hardware Business

The accompanying article is the second of a series, telling how a hardwareman got his first start in the business and how he has subsequently developed it. The facts given are exactly as related by the merchant himself to the writer. Figures quoted are approximately correct. Only names and dates have been changed in order to preserve the incognito of the merchant. This and succeeding articles will tell how Hardy managed to put his rather risky undertaking on a firm financial basis.—Editor.

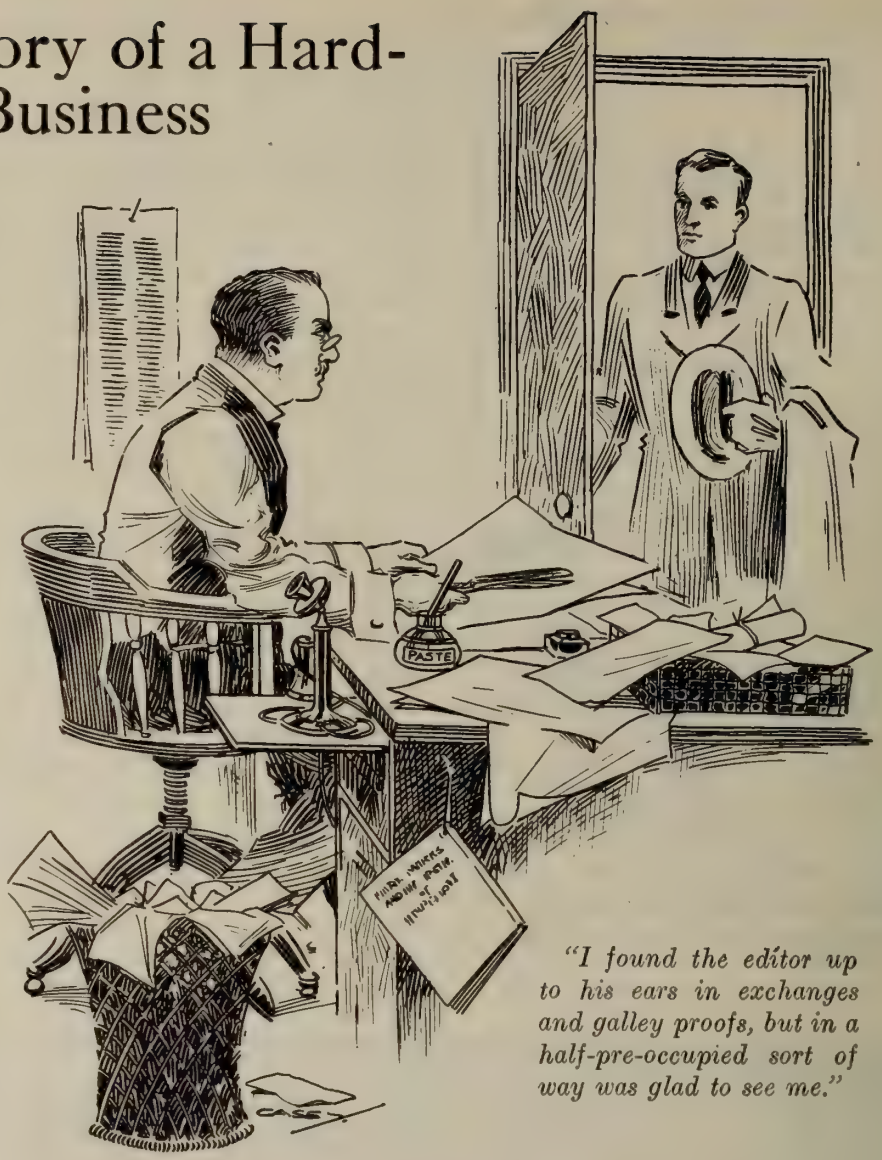
By Byron J. Morrow.

I ARRIVED in town to take charge of my newly acquired business in a highly optimistic frame of mind. All the way up on the train I was conjuring up difficulties and problems and then setting to work figuratively and solving them with masterly ease. I planned out special sales and merchandising "stunts" of one kind and another. Before the train pulled into the tumbledown station, I had long since passed beyond the present, and was deep into the future, a roseate future filled with big turnovers and fat profits.

But like an inflated bag, when a puncture is administered, my self-complacency dwindled with alarming rapidity when I struck A———. I went right from the station to the store and made a tour of inspection of the premises. It looked somehow or other much dingier than it ever had before. The cumbersome fixtures and the total lack of order or system in the arrangement of the goods impressed themselves upon me with a sense of the magnitude of the task before me.

What was left of my assurance went out with an expiring gasp when I looked over the books. The sales for the last week that Burton had kept the store open had been so small as to be almost negligible. He had not sold sixty dollars worth of goods.

The difficulties encountered in reviving a business that has become moribund are greater than those confronting a new venture. There is nothing against a new store while there is much against an old one in the public mind. The sins of the previous unsuccessful proprietor are visited on his successor. The store has acquired a bad name and the public must be thoroughly convinced that a change for the better has taken place before they will vouchsafe to give a share of their patronage there again. On the other hand, the newly launched business has no good will to start off with, but at any rate no odium of past failures and shortcomings attaches to it. I began to see that in playing Elisha to Burton I had fallen heir to a cloak of indifferent reputation.



"I found the editor up to his ears in exchanges and galley proofs, but in a half-pre-occupied sort of way was glad to see me."

Nevertheless, I started in to carry out my programme without permitting myself any time for doubts or misgivings. I closed the store up for three days to take stock and put things in order. Burton had kept two clerks, one a mere boy. They did not look to me like heavy stickers in the salesmanship's League—I put them down as .150 and .050 batters respectively—but I decided to give them a chance. The first night I had a talk with them and told them to come back the next day ready to pitch in and get the stock-taking through in record time.

Next morning I was down at the store at 7 o'clock sharp, and found the young clerk already there. He had been waiting ten minutes. This was a hopeful sign and I decided to give the lad every chance to show what was in him. He turned out an A1 salesman in time and became my right-hand man. The older clerk wandered in at 7.30, whistling a popular air and passed me a bland "good morning," which seemed to smack almost of patronage. He hung up his coat, combed his hair carefully and then started in to work with all the willing energy of a boy returning to the drudgery of school after the summer holidays. I had to let him go before we had been together three months. But more of that anon.

Stock Was Not Clean.

I became convinced before the end of our first day's work that the stock was not in as good shape as I had supposed it to be. Burton had not taken stock thoroughly once during the whole time that he had been running the business. Odds and ends had been accumulating. We fished out many relics on the back shelves and resurrected a great deal of almost unsaleable material. I reckoned however, that on the whole I split even with Burton on this point. If the stock was not as clean as he had represented it to be, it was at any rate larger. We brought a lot of stuff to light which Burton did not know he had in the store.

We quit work that night at 10.30 and on the way home I figured out my plan of campaign. I decided to start things off by holding a big sale. This was necessary for two reasons. In the first place I had to clean out the old stuff which Burton had allowed to accumulate on his hands; and in the second place I had to get before the public somehow. I figured that a real sale, offering real bargains and carried out on aggressive lines would go a long way toward convincing the people of A———, that I meant business.

The importance of that sale loomed up strongly in my mind. I had a "hunch"—as the saying is—that my future success depended on it. If the sale aroused public interest my effort to infuse the breath of life into the almost rigid remains of the Burton business would be accompanied by immediate success. If the sale fell flat, I had visions of a long spell of discouraging efforts to arouse the interest of an apathetic public, so you may be sure I was determined to leave no stone unturned to make that opening sale a monumental success.

I Call on the Editors.

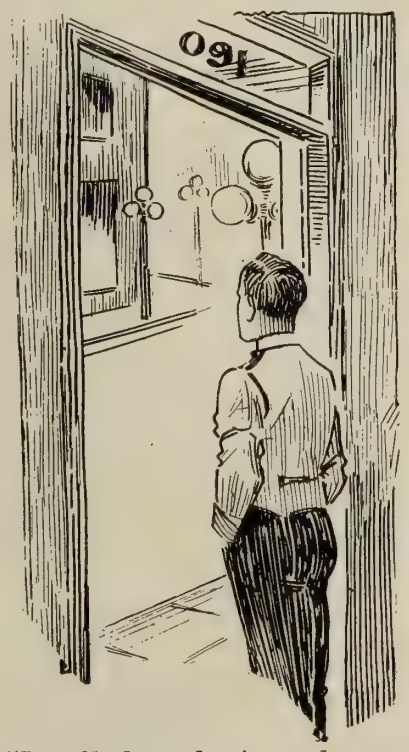
After seeing my two clerks settled down to work next morning, Bill (the junior) in real earnest about it, and Art. (the senior) making a fairly creditable pretense at it, I left the store and dropped in at one of the two local newspaper offices. I found the editor up to his ears in exchanges and galley proofs, but in a half-preoccupied sort of way glad to see me.

"Hope you'll like the place, Mr. Hardy," he said. "When I first came here I thought this was the most godforsaken place that divinity ever forsook. But it grew on me gradually and now you couldn't pry me out of the town with a patent-double derrick. I've become really attached to the crooked, muddy streets, the houses, with their poorly-trimmed hedges and even the people with their colloquial cussedness and their narrow small-town ways. But just the same I welcome any new additions to our ranks."

"Oh, I'll like the town alright," I said. "But the question that bothers me is, will the town like me? Will the people of A——— with what you call their narrow, small-town ways take sufficient liking to me to come into my store and plank down enough coin of the realm in exchange for goods to keep me solvent? I mean will they get the habit in a reasonable time if I show them that I can give them good service?"

"I'm sure they will," rejoined the editor. "A live man can always make things hum in a dull little place like this. If you've got ideas and energy you'll soon have them piling into your store. But you don't want to run away with the idea that you have any cinch ahead of you. This man Burton was a weak-backed specimen without one grain of horse sense in his make-up and any respect that the people of A —— had for him would have to be reckoned in smaller fractions than they taught me at school. You're succeeding him and the job of successor to a pinhead is never a pleasant one. You'll have to show them the goods right at the start."

"That's the way I figured it out myself," I said. "I'm out now to make an immediate dent in the surface of A——. And I guess advertising will help some."



"I walked to the front door and looked up and down the street. One man was in sight."

"Spoken like a man and a brother!" exclaimed the editor with fervor. "If Diogenes ever finds his honest man, his joy will be nothing to what I feel in meeting a merchant—and a merchant in A——, mind you—who mentions advertising of his own free will!"

I then outlined to him an advertising scheme that I had planned. I wanted him to put in an item each day in the news columns, starting with one telling of my purchase of the business. On succeeding days I wanted him to run items telling what I was doing to change the store, the goods I was purchasing, etc. These items were to appear as bona fide news items not as the hybrid notes, which are found in so many papers with the sign "D1," or "Adv." at the end to show their advertising nature. To make sure of this I proposed to write them myself. I guaranteed at the end of the first fortnight to begin advertising in regular display space.

The editor explained that this was contrary to the policy of the paper, but he took me down to the advertising manager, and we discussed the plan. Business was not too rushing just at the time and in the end I got what I wanted.

Those items served to introduce me to the public in what I believed was an effective way. It was a quiet place and nothing much happened there from day to day so that the local columns of the paper were not what one would term thrillingly interesting. The natives, in lack of anything better, read every line that the paper offered them. I believe that every person in town read the items that I had inserted. It did not create any great rush to the store for hardware but it did what I had hoped it would do; viz., let the people know that I was going to reorganize the business and linked my name in their minds with the idea of a hardware store conducted on new lines. For that was the line of argument that I presented—a hardware store conducted along new lines.

Renovating the Store.

In the meantime I was working like a Trojan to make good my promise of a new store. By the end of the second day we had completed our inventory of the old stock and had begun to sort the new stock which was being shipped in. I had hoped to get everything ship-shape by the end of the third day, Friday, and thus take the advantage of the Saturday trade; but Friday night found us still in the throes of preparation and I was forced regretfully to postpone the opening until Monday.

That night as we were starting out for supper, dog-tired with the labors of the day, the junior clerk said to me:

"We've improved it a lot, Mr. Hardy, but the store looks pretty bad yet. Wish we could do something to brighten it up."

"A coat of paint on the fixtures would help a lot. But we haven't time for that——."

"We ought to have things straightened up pretty well by to-morrow night," suggested Billy, who was becoming a regular glutton for work under my coaching. "If we got at the painting in the evening we could probably finish it up. If not we might drop around on Sunday morning——."

"Billy," I said sententiously, "it would never do to work on Sunday."

But catching his eye, I saw an understanding twinkle there and, although nothing further was said on the subject, we knew it was settled that we would finish that painting come what might.

(Continued on page 66.)

Dealers' Profits

An address delivered by Edward M. Hagar, President of the Universal Portland Cement Co., before the National Builders' Supply Association at the fifteenth annual convention held at Chicago, February 18, 1914.

THERE is no more vital and pressing problem confronting the manufacturers of Portland cement in this country than the profits the dealers derive from their sales of this commodity, and I appear before you in the hope that a frank discussion of the subject may lead, through your co-operation, to the use of such methods as will be fair and satisfactory to all parties concerned—the manufacturer, the dealer, the contractor, or consumer.

It must be admitted that the manufacturers have too long been content to merely furnish dealers the cement required in their business, and so long as the dealer was more or less regular in placing his orders for cement and prompt about paying his bills, the manufacturer has worried very little about the dealer's prosperity, and has not concerned himself with the profit the dealer realizes from the cement end of his business.

It is now recognized by many that the margin of profit to-day in the handling of Portland cement by the majority of the dealers in this country is not sufficient to induce the dealer to go out of his way to increase the volume of his business by increasing the consumption of cement in his locality. We are advised by some dealers that they keep cement in stock for the same reason that a grocer keeps sugar—he does not care whether his customers demand much or little sugar, since the profits adds so little to his net returns. A gross profit to the dealer of five cents a barrel for handling cement is, in the majority of cases, too small to return more than a new dollar for an old one.

During the last six months these facts have become evident as never before, and have developed, in my opinion, for two reasons.

First: The better and more business-like practice of eliminating speculative purchases by the dealer, and the substitution of purchases for current shipment for the general trade, or by contracts between the manufacturer and the dealer to cover specified work actually secured by the contractor.

Second: For the first time in fifteen years the price of Portland cement in 1913 remained fairly stationary throughout the year. Whereas, in the olden days we had several years in which the mill price for Portland cement varied as much as $1.00 a barrel within twelve months, last year the average variation from high to low price was probably nearer ten cents a barrel.

Both of these evidences of the more mature and steady industry have called attention to the fact that in the past dealers have relied more upon their keen sense of prognosticating the future course of the cement market to obtain their profits than upon their ability as merchants to secure a proper margin, by making their retail price at a fair advance over the wholesale price at any given time.

As the Portland cement industry grows in size and years this tendency toward saner methods and steadier prices will proceed, and there is little likelihood of again seeing such wide variations as were encountered during the babyhood of the industry. This means that the dealers must look, as any other retail merchant, to the merchandising profit only, and not depend at all on trying to guess the course of prices.

It is being brought out by the more efficient accounting and book-keeping methods now being applied to their business by the dealers generally, that this feature has not received proper consideration.

You may ask why a large manufacturer of Portland cement, having no direct financial interest or ownership in the business of any dealer, should come before you and presume to discuss a matter apparently outside of his province, but I consider the present situation—the growing dissatisfaction among the dealers at their own returns from handling Portland cement—a grave menace to the growth of the cement industry, and, therefore, to the prosperity of the manufacturer, and I so stated at a meeting of the Association of Portland Cement Manufacturers held in Detroit in September, 1913.

I believe that cement manufacturers individually should do all in their power both by their own actions, and by consultation, each with their own dealers, who in reality constitute their agents, to insure that these dealers have sufficient pecuniary return in acting in their indispensable capacity as intermediaries, to make it to the interest of such dealers, so far as lies within their power, to increase the consumption, so that they may handle two barrels where they now handle one. We cannot expect the dealers to work to increase their own, and therefore the manufacturers' business, if it has no financial interest for them.

The Association of American Portland Cement Manufacturers and some of the larger individual manufacturers are doing a great deal of work and spending large amounts of money in the effort to increase the consumption of Portland cement by education, promotion, and publicity. This work takes a number of forms, such as literature, lectures, information bureaus, exhibitions, etc. A good deal of this work is wasted—the cement dealer in each community no matter how small, is not anxious, or even willing, in the great majority os cases, to assist in this work among his neighbors and customers by the proper use of this educational material.

I hope you are convinced that the prosperity of the cement manufacturer is largely tied up in the prosperity of the cement dealer, and that he desires, as much as you, that you may sell a large volume of cement at a good profit. It is for your benefit, as well as for that of the manufacturer, to look at this matter in a broad way, and there is much to be gained by treating the manufacturer as your friend, as you certainly are his friend.

The manufacturer and dealer are equally indispensable to each other, and with a greater recognition of the mutuality of their interests, both will profit in a marked degree.

As to the cure for the difficulty, I do not know of any simple solution that would fit all cases, or any rules that would not be wrong or unfair in their application to more cases than such rules would fit, as the conditions of the problem are so different in large cities from small cities, and in small cities from country towns. Again, two communities of the same size may present a number of reasons, some of them even topographical, for different treatment. There is no such thing as a proper margin expressed in cents per barrel. A profit per barrel that would be correct in one community for a good-sized sale would be too great in other cases, and too small in still

others. I am sure 5 cents a barrel profit is too small in almost all cases; 25 cents a barrel is too small for some sales in certain locations, and yet much too great for a number of cases that arise in the regular business of the cement dealers.

In spite of these difficulties, there are certain principles that can be enunciated; the simplest one is that manufacturers should so conduct their business, and dealers so conduct their affairs, that the dealer is permitted to and does obtain a proper return for his investment, his work, his credit risks, and the services he renders his customer and the community at large. To work out the proper details so that this principle means anything but a platitude may take time and patience. We have taken one step toward the happy solution when we realize that the present methods are far from perfect, and are injurious to both dealer and manufacturer.

The blame for the present unsatisfactory conditions rests on both the manufacturer and the dealer, and neither party to this discussion can solve the problem by himself. There is no way, either effectively or legally, that the manufacturer can compel his dealer to demand and receive a fair margin over the price paid the manufacturer, even though he may do nothing to prevent the dealer from obtaining a fair and reasonable margin. The fault lies with both, and the correction of it lies with both.

Quite recently some of the manufacturers have endeavored to at least afford some relief to the situation (although this cannot be considered a cure) by the experiment or temporary expedient of quoting all contractors and consumers, irrespective of the size of the contract, a price at least 5 cents higher delivered at the same point for the same time of delivery than would be quoted a dealer, and besides this, have increased the cash discount for payment in ten days from 1 cent to 2 cents per barrel. This permits a difference of at least 7 cents a barrel between the manufacturer's price to the contractor or the consumer above that to the dealer, as the dealers generally are in position to discount their bills and the contractors generally are not. This is not, however in most cases a sufficient margin, and the very attempt on the part of the manufacturer to protect his dealer in a good many cases tends to limiting the margin of profit to the amount of protection, and to a certain extent defeats its own object.

Again it is found that in a number of cases the dealer will not add the full 5 cents to his cost price. If a 10-cent differential should be adopted by the manufacturer so as to permit the dealer to make that much gross margin outside of the discount, the dealer on his part would not avail himself of this margin.

Unfortunately it frequently occurs that a dealer is willing to ask practically no margin on cement in order to secure business for the other commodities which he handles for a particular piece of work, and thus injures himself by reducing the margin possible to obtain for cement in other cases. It is just as bad practice and reacts as much on the dealer to sell cement at a loss or without profit, in order to secure business for other wares which he handles, as to ask a high and prohibitive margin.

Speculation in cement by the dealer, by which he might make considerable profit if the market advances (as he hoped), but might be ruined if it declines, has been largely eliminated by the modern method of selling the dealer for his warehouse trade for shipment within 30 days only, and contracting with him for shipment later than 30 days for specified amounts to cover specific work only, for which he, in turn, has contracted with the contractor or consumer; but there still remains a practice, alike inimical to the interests of the manufacturer and the dealer, and that is so-called "padding" of specific work contracts, the contracts with the manufacturer by the dealer being made for a larger amount than the work calls for; if the market goes up, the difference in quantity is taken into stock by the dealer and rarely, if ever, sold at a price based on the current market price, thus reducing the margin on this dealer's spot business, and making it almost impossible for other dealers in that town, who have been more conscientious in their contracting methods, from making any margin whatever in competition with the padding in the specific contract made at a lower figure than the new market value. If the market declines prior to the completion of the padded contract, the manufacturer is advised that the work did not require as much as the contractor estimated. This, as well as any other practice that is not fair, honest, and in accordance with the principle of "A contract is a contract" is injurious to the dealer as well as to the manufacturer.

A great deal of money has been lost, or at least failed to be made, by indulgence in local feuds with brother dealers in the same community; and in an always reprehensible and generally useless effort to eliminate certain competition. Modern ethics require competition, but not destruction. The absence of one is as much to be deplored as the presence of the other.

Cement being a heavy commodity of low value per pound, the selling price being less for the same weight than ordinary hard coal, it follows that any expense connected with handling it from the cars into the warehouse, from the warehouse to the team, by team to the job—any one of these items or the aggregate is a disproportionately high percentage of the selling price compared to commodities of greater value per unit of weight. This is a factor that is generally not sufficiently considered.

(Continued on page 57.)



A convenient arrangement of dairy buildings. No material makes a more sanitary milk house, or milk room than cement.

The "Clean Up and Paint Up" Campaign

The Movement Has Assumed Large Proportions and is Being Taken Up in Many Places—Newspapers Are Boosting the Movement—Hardwaremen Are Also Taking An Active Part in Boosting the Campaign.

THE "Clean Up and Paint Up" campaign is off to a splendid start. Paint manufacturers had already interested themselves in the movement before Hardware and Metal took a hand but since the national weekly organ of the hardware trade swung into line, the movement has assumed larger proportions. The idea is being taken up in many new places. Hardware and Metal has received letters from a great many newspapers, some professing their willingness to help in the work; others asking for further information. And this is only a start.

Hardware and Metal is placed in an exceptionally good position to further the movement for a "clean up and paint up" campaign in all cities and towns of Canada. Published weekly and reaching hardware dealers in every place from coast to coast, it is in a position to influence the trade to taking an active part and to supply the material and information for furthering the campaign. But this is not all. Behind Hardware and Metal in the movement is the full power and influence of the MacLean Publishing Co., with its far-reaching ramifications and complete organization. One of the MacLean publications is "Printer and Publisher," a trade paper devoted to the publishing interests as the name denotes, and going regularly into every newspaper office in the Dominion. "Printer and Publisher" has fallen into line with Hardware and Metal and will work from the other end, influencing the newspapers to take up the idea, joining with the retail merchants. With this powerful influence at work, the campaign should become a widespread one and in time "Clean Up and Paint Up" week will become an annual fixture in every city and town in Canada.

It is gratifying to be able to announce that a number of hardwaremen have accepted the suggestion of Hardware and Metal and have discussed the matter with their local newspapers, enlisting the assistance of the press. First and foremost to do this has been W. F. Macpherson, of Prescott, president of the Ontario Retail Hardware and Stove Dealers' Association. Others have followed suit, but the number is not as large as Hardware and Metal had hoped to see. However, it is not too late. Why not do it NOW? The first week of May is the period set in a large number of cities and towns so that there is still time to get the movement under way in YOUR town.

As promised in previous issues, Hardware and Metal is presenting material which could be used by the newspapers in stirring up public interest. Two suggestions of this nature appear in the present issue. Literature and cartoons can be obtained from the paint manufacturers. All the ammunition is ready to hand for the newspaper which elects to help along the movement.

ACTIVITY IN MONTREAL CAMPAIGN.

ONE of the first requests to be made to the new Mayor and Board of Control of Montreal, elected April 6, will be a petition, supported by a delegation of those interested in the Montreal Publicity Association's city improvement campaign, asking that a proclamation be issued appointing the week for cleaning up and painting up Montreal, and thus giving an official significance to the work. The executives of the campaign have also decided to call a public meeting in the near future for the purpose of hearing addresses explanatory of the campaign.

At a meeting of the executive of the campaign, held last week, reports were received from the chairmen of the various committees entrusted with the organization of the work. F. A. Scroggie, chairman of the merchants' committee, reported that he had secured promises of assistance from a number of merchants. He submitted a letter which he proposed to send to the merchants of Montreal asking their co-operation in advertising the campaign. They will be required to display in their store windows all articles which can be used in a clean-up campaign, including cleaning utensils and paints. Printed slips drawing the attention of purchasers to the campaign will be inserted in all parcels.

In his report as chairman of the co-operation committee, Dr. W. H. Atherton stated he has prepared a letter to be sent to all the public bodies in the city, with the exception of stores, explaining the campaign and asking their co-operation. The object is to get all to take an individual interest in the cleaning of Montreal, and to obtain their consent to the use of their names in a petition to the city. The petition will ask that a proclamation be issued setting a date for the clean-up week, and, if necessary, that the city provide accommodation at the City Hall for those directing the week's work. Another letter will be sent to the city clergymen, asking them to explain the campaign on a certain Sunday, speaking from the pulpit of the different churches.

W. H. Kay, chairman of the operating committee, suggested that boxes and barrels be distributed to the city grocery stores, so that the stores might then give these receptacles to their customers. In this way provision will be made for the removal of the garbage. As to the incineration, the city might be asked to build two temporary incinerators, as Mr. Kay thought the present Montreal incineration plant would be entirely inadequate.

The publicity work of the campaign, which is being undertaken by E. Montet and the publicity committee, suggested the use of cotton signs on the street cars, banners and other advertisements in the streets, and special slides in the moving picture theatres. The advertisers in the newspapers would be asked to incorporate a notice of the campaign in all their advertisements.

In connection with the proposed public meeting to be held soon, a number of speakers will be obtained, and it is intended to have several thousand badges prepared, bearing the name of the campaign, these badges to be distributed to citizens. All attending the public meetings would be given a badge, and in this way interest aroused in the question of cleaning up Montreal.

Considerable interest has already been aroused in the clean-up campaign in Montreal, and it is felt that the movement will be heartily supported by the majority of the citizens.

Fire Losses.

A fire, which originated in the basement of the Ketchum Co. sporting goods store, corner Sparks and Bank Streets, Ottawa, did damage estimated at about $20,000, on April 10th. The greatest loss was in stock, especially amongst cartridges and firearms. The baseball and bicycle departments escaped without any great injury. The loss was covered by insurance.



CLEAN-UP CAMPAIGN ON A LARGE SCALE IS BEING PROMOTED

Some recommendations which the city commissioners have laid before them for consideration in regard to the city clean-up campaign will be as follows: That the first Tuesday in May be proclaimed clean-up day, and that the clean-up campaign this year be extended for the half-holiday each week by the principal business men, and that all citizens be asked by the mayor and council to co-operate to the fullest possible extent to insure at the termination of the campaign a clean, bright and healthy city.

CLEAN-UP DAY

With the spring season upon us the question of cleaning up the back lanes and yards will demand particular attention. During the winter months from many residences the refuse has been thrown on the ash pile, and in the rear of considerable [illegible] the rear of the [illegible] Fine weather set[illegible] sun at [illegible]

A Clean-Up Day

Town Council Sets Date for the Annual Clean-up Day being Friday, May 15.

TOWN PROPERTY TO BE BEAUTIFIED

Is Recommendation from Town Beautiful Committee — Main Street Park Unsightly.

Considering the many uncomplimentary remarks that have been passed from time to time anent the unsightly appearance of the town's property on Main street, it is not surprising that the "Town Beautiful" committee of the board of trade in its report to the meeting on Monday suggested that the first improvement made is to grade the

BIG SENSATION: TOWN HALL TO BE REPAINTED

And Kalsomined. The Bridges, His Hand to Court, Alabastine, Town Hall, Office, Council, Champ, this

PRINCIPAL CLEAN-UP DAY WILL SHORTLY BE DESIGNATED BY THE CITY COUNCIL

Recommendation of Board of Health Approved Dr. Orr to Have Charge — Many Minor Matters

From Saturday's Daily)

[illegible] clean-up day will be set aside [illegible] meeting in a short time when [illegible] opportunity of knowing [illegible] campaign for a cleaner and healthier [illegible] organization. It will mark [illegible] the campaign of the [illegible] interest, educate and [illegible] the cooperation of the citizens [illegible] The council decided [illegible] suggestion was [illegible] a day for [illegible]

PHYSICIANS TO AID IN CLEAN-UP

Co-operation by the physicians of Windsor in a clean-up campaign in the city was promised by the members of the Essex County Medical society, a deputation from the latter waited on them at their regular meeting in the office. The deputation consisted of Ald. Mothersill, Keogh, Oram and Howell, and they spoke upon the physicians the importance of their co-operation in dealing with the many bylaws relating to the reporting of all cases of communicable diseases. A letter from City Clerk Lusted was also read urging prompt report of all contagious diseases.

All members of the society listened to an address by Dr. Carney [illegible] committee of the Clean-Up Day.

CITY CLEAN-UP CAMPAIGN

Many Speakers at Publicity Assn. Luncheon Tomorrow

The noon luncheon [illegible] Montreal Publicity [illegible] row will be in charge [illegible] City Improvement Campaign [illegible] M.P.A. and those of the [illegible] It will be the first gun fired in the campaign for a cleaner and healthier [illegible] the beginning of the campaign of the M.P.A. to interest, educate and [illegible] cure the cooperation of the citizens [illegible]

Clean Up

Nothing adds so much to the attractiveness of the Town as clean and tidy premises. During the winter there is a accumulation of rubbish [illegible] or another. This shows up in the spring when the snow [illegible] years. One of the first things to do when spring arrives is to do a little cleaning up. A few

GENERAL CLEAN UP IS PLANNED

Dr. Sinclair, chairman of the Sanitary Committee of the Council, is preparing plans for a General Clean Up of the city. At a meeting of the Board of Health on Monday night Dr. Sinclair outlined his scheme which [illegible] to sell [illegible] applied to the supervision of [illegible] Officer. The [illegible] be granted. A [illegible] ter elicited [illegible]

Question of General Clean up Day Will be Given Consideration

After a lengthy discussion as to the merits of the applicants for the position, Mr. L. K. Elwin was on Saturday appointed to the office of Sanitary Inspector. The new official is the father of Mr. H. Elwin, and has had [illegible] experience

May 1 Selected For Clean-up Day

Co-operation of Different Organizations Sought by Town Planners

The city of Regina [illegible] much cleaner this year than it was [illegible] time and, if the citizens [illegible] will see to the limit of [illegible] the clean-up [illegible]

A CLEAN UP WEEK

Why should Quebec not have a general clean up, painting week next month as Montreal proposes to have? In no way could our citizens better show their appreciation of the new policy forcshadowed by our Health Committee for Quebec's thorough sanitation than to co-operate heartily with the committee and by pitching in themselves to render their [illegible] to repeat the [illegible] last year. Regi[illegible] cleaning up [illegible] to-

TIME HAS ARRIVED FOR CLEAN-UP DAY

Now that the snow has disappeared from even the most shady spots and the flower gardens are coming into bloom the appearance of some of the alleys and vacant lots in the city indicates that Monday next, which was last night agreed upon as Arbor day, is a most suitable date for the annual "clean-up day," on which, during recent years, so much good work has been accomp[illegible] Nelson

ALL TO WORK EVEN FATHER

May 8th Will See 4,000 Men at Park on the Business End of a Shovel

BIG CLEAN-UP PLANNED

Mark your calendar with a great big circle around Fri[illegible] May 8th, and shine up your spa[illegible]es and rakes

The a string on [illegible] your watch in y[illegible] write on your [illegible] make yourself [illegible] the eighth. [illegible] the B[illegible] ridge, [illegible]

A Clean-Up Campaign for the Town of Canora

Mass Meeting To be Held Next Monday Evening.

[illegible] Canora will be [illegible] April 15th, at 8 o'clock, [illegible] the Hardware Makers' Chil Room in the Double Block, to [illegible] Town [illegible] Block, to [illegible] the chief [illegible] the Board [illegible] trate, judges, [illegible] ers, dentists, [illegible] working men to t[illegible] are all going to mix [illegible] to put in one real day's [illegible] good of the city.

WILL HAVE ANOTHER "CLEAN-UP-WEEK"

Bridgeburg Council Authorizes Board of Health to Make Arrangements

TAXES OUTSTANDING $27,00

Collector Diffin Has Done Remarkable Work With Roll This Year

All members were present at the regular meeting of the Bridgeburg council on Monday night. Reeve Mencke was in the chair.

[illegible] of the proposed local [illegible] to cover the cost [illegible] roadway, built [illegible] improved roadways [illegible] hopes to build this [illegible] for considerable dis-

[illegible] was brought up by [illegible]ogg, who expressed himself [illegible]g thought the matter over [illegible]sely, and having come to the [illegible] that it should not be pre[illegible] this year. The Council should [illegible] his time with trying to reduce [illegible] draft.

TO HAVE A CLEAN TOWN BY THE FIRST OF MAY

Chief Fish Organizing For a "Clean-ing-up Day" This Month.

Ingersoll, April th[illegible]

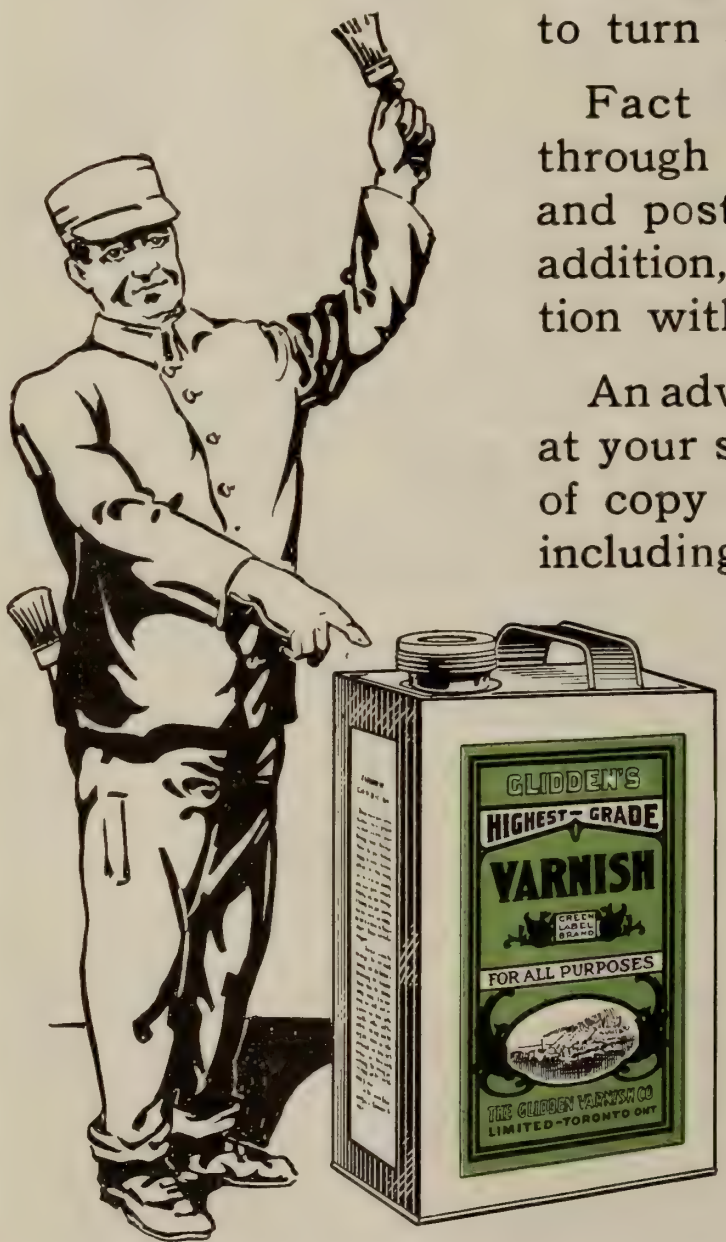
"Along with many other towns and [illegible]rities in Western Ontario," said Chief Fish to the Sentinel-Review on Saturday afternoon, "Ingersoll is going to have a Cleaning-up Day [illegible] this month. The object of the day is simply to clean up the town, streets, first day of May, clean up the yards and to make the lanes, the back yards and to make the town look better than it ever did before. I am going to make an appeal, personally, to the merchants of the town to get them to co-operate in this scheme, and I hope that the residents throughout the town will [illegible] their share in making the day a re[illegible] cleaning-up day.

Prepare for "Clean-up Day;" it will soon be here.

Glidden "Green Label" Week

A Plan to Boost Sales in the Varnish Department

HOUSECLEANING season is right here, bringing in its wake a big, healthy demand for varnishes and finishes. Never was a better time to "plump" on Glidden's "Green Label" varnishes and Jap-A-Lac than right now. And we're ready to turn right in and help you.



Fact is, we're doing it now, through our newspaper, magazine and poster advertising. Then, in addition, is our practical co-operation with the dealer—

An advertising department that is at your service for the preparation of copy for your local newspaper, including free electrotypes.

Handsome lithographed cut-outs in colors for window trims; color cards and booklets for distribution among your customers—these are features of a service that goes more than half way in providing the dealer with intelligent, effective selling help.

NOW, while interest in home decorating and home renovating is at its height, make the most of your opportunities. Display Glidden's "Green Label" Varnishes and Jap-A-Lac in your windows and on the counters. Talk Glidden products in your advertising (and don't forget those free electros). Arrange striking window trims. Tear out the full-page Glidden advertisements from the magazines and stick them up in the windows.

Make your store the Glidden headquarters for your neighborhood. Let people know that you are fully prepared to meet their "housecleaning" needs. You'll probably be surprised at the way business will pick up.

The experiment isn't going to cost you anything but a little time, and the possibilities are good for increased sales and new customers.

Write us to-day and let us know just how we can help you. We're willing to let you put the limit on it, but naturally you'll have to speak first. A post-card will do.

The Glidden Varnish Co., Limited

Toronto, - Canada

Factories: Toronto, Canada; Cleveland, Ohio
Branches: London, New York and Chicago

Here are the names of some of our Distributors: British Columbia—Wood, Vallance & Leggat, Limited, Vancouver, B.C. Manitoba, Alberta and Saskatchewan—Marshall-Wells Co., Limited, Winnipeg, Man.; Marshall-Wells Alberta Co., Limited, Edmonton, Alta. Province of Quebec—McArthur, Irwin, Limited, Montreal, Que.

Where the Individual Can Help

Prepared by Hardware and Metal for use in Newspapers.

A FEW feet of land at the corner of King and Yonge streets, Toronto, to-day, would sell for a sum well up in the hundreds of thousands. A few decades ago that land was not worth any more than property around the commercial hub of the smaller cities to-day. The increase in value is due to the growth and expansion of the city.

This is one reason why every citizen should have a full share of civic patriotism. Civic growth is essential to individual progress and gain. If the town grows, the holdings of the property owner become more valuable in direct ratio to the growth of the community. A thousand increase in population means many thousands added to the volume of local real estate.

And each individual has it in his power to accelerate or retard the growth of the community. It is only by the active co-operation of the whole population of a city or town that progress can be effected. Where a town is going ahead it can be accepted as a fact that the people as a whole are earnest, progressive and full of civic patriotism. Visit any town where progress has been halted, where the wheels of industry turn in the same or in diminished measure year by year, where population and assessment totals do not vary, and you will find the people lacking in the qualities of aggressiveness, indifferent to the real interests of the community.

How can the individual help? Here is one way. Take part in the "Clean Up and Paint Up" campaign now launched. Observe the week set aside for this purpose by thoroughly cleaning up your premises. Get out the shovel, the rake, the paint pot. Put your home in tune with Nature by removing the rubbish of winter and by effacing all traces of the wear and tear of the rigorous season now passed.

A city of attractive homes is bound to progress. The reputation of any community depends very largely upon its attractiveness to the outsider; and nothing will win favor more quickly than a uniform orderliness. Do YOUR share toward gaining a good reputation for ———— by actively participating in the "Clean Up and Paint Up" Campaign.

An Advertisement and Insurance in One

SMITH was carrying home a rather bulky, cylindrical parcel when he met Jones. Being neighbors they fell into step.

"Did you know that I had gone into the insurance business?" asked Smith.

"That so?" said Jones, edging away unconsciously. People generally do edge away from insurance agents. "I hadn't heard."

"I suppose you have your house and barn insured?" continued Smith.

"You bet," assented Jones with emphasis, and finality.

"Against what?" asked Smith.

"Against what? Why — against fire, of course."

"Is that all? Now look here, Mr. Jones, do you mean to say that fire is the only thing threatening those buildings of yours? I don't know what the percentage of houses that are burned is, but it can't be so very large. And there is one danger that threatens all buildings all the time—depreciation and decay. Are you insured against decay?"

"Of course not," said Jones with a smile. "Where could I get that kind of insurance?"

"Right here," said Smith, as he brought out a can of paint. "Here is my policy—right inside this can."

Ever stop to consider just how important paint is from the standpoint of insurance?

The fact that buildings decay more or less rapidly when proper attention is not paid to them, does not require any proof. It is well known to builders and property owners that they will be found eager to adopt any measure which promises to prevent depreciation. Allow woodwork to go exposed to the air and it soon cracks and rots.

This is due to the fact that the surface has no protection. Provide it with a covering against the destructive effect of the cold and wet, and it will continue firm and solid just as long as the covering is renewed. Paint is the covering which is applied to wooden surfaces and it has been found a most effective protector against the weather. A building well painted is insured against decay and depreciation.

This is not mere speculation or sales-making exaggeration. It is a fact. Take two buildings, side by side. Have the one painted regularly, and allow the other one to go untouched. The first will remain fresh and in good condition. The second will soon fall into what might best be termed structural senility. Take a stroll through any city or town and the truth of this statement will soon be borne in upon you. You will see plenty of houses which are freshly painted and have apparently always been kept that way. How comfortable and attractive they look. If you are looking for a house to buy or rent, these are inevitably the ones you pick out.

On the other hand, you will find scores of houses which look the picture of neglect. They were probably painted in the first place, but one would never guess it, to look at them now. The woodwork is warped and weatherbeaten and sagging here and there. The whole structure looks as though it were on the point of toppling over or falling to pieces.

What a difference just a few coats of paint make!

A city of well-painted homes is an advertisement of progress. Do YOUR share to make———— a well-painted town.

Take part in the "Clean Up and Paint Up" Campaign.

DEALERS' PROFITS.

(Continued from page 51.)

Entirely aside from the interest and depreciation on the investment in land, buildings and warehouses, and in addition overhead expenses and return on working capital, it requires a number of cents per barrel profit to take care of the cost of carrying accounts of the dealer's customers, and, where necessary, of collecting, counting, shipping, and paying freight on returned sacks.

It is hardly necessary for me to state that many of these items of expense apply to carload business as well as to cases where the cement must be put through the warehouse or teamed to the job. The difference in cents per barrel asked by some dealers for delivery by team compared to the price which they pay the manufacturer f.o.b. cars at their warehouse is so ridiculously low that it can mean nothing but a loss on each barrel sold.

The time allotted to me will not permit my dwelling upon a number of factors that have a bearing, either directly or indirectly, on dealers' profits, some of which are worthy of a separate paper, such as dangerous granting of credits, economical warehouse facilities, businesslike methods in insisting upon written agreements with contractors as clear, concise and binding as those between the dealer and the manufacturer covering the same transaction, a strict compliance with the principle "A contract is a contract," both in dealings with the manufacturer and the customer; making quotations with definite dates of expiration to afford protection against advance of the market before decision is reached; even the carrying of proper stocks, and the giving of sufficient notice in advance of shipments required so as to avoid the expensive experience of having no cement on hand to meet the obligations of contracts or daily demand.

More important than any other one feature, outside of gross margin per barrel and volume of business, is that of the proper handling of cloth sacks. As careless methods in this respect will easily turn a fair profit into an actual loss in the handling of a given quantity of cement at the same margin, I shall touch on this subject in a cursory manner.

Cement sacks can hardly be considered a source of revenue to a dealer, but they must not be overlooked in any consideration of the items that affect his profits. Unfortunately, cement sacks have generally been a source of loss and expense. The dealer may not be altogether to blame for this regrettable condition, but here, as in many other cases, his salvation lies entirely within his own hands.

The root of all our sack troubles has been the old superstition that, through some strange dispensation of Providence, the cloth cement sack was a free package. It cannot be a free package any more than can a paper cement bag, or a baking powder can, or a biscuit box, because ultimately, someone has to pay for it. There are three classes of people who might be called upon to pay for cement sacks—that is to say, the cement manufacturer, the dealer, or the customer. For the purpose of the present argument we will eliminate the dealer, because I am sure that the dealer does not want to pay for these packages, and I am equally sure that no fair-minded cement manufacturer desires him to do so. The question to be settled, therefore, is whether the manufacturer or the customer shall carry this load.

There is nothing but established custom to prevent manufacturers of cement from selling their product in non-returnable packages in the same way as is done by manufacturers of canned goods, and many other commodities. In fact, we do sell a large part of our product in paper bags which are non-returnable. In determining the price to be charged for cement we add to our net price 2½ cents a bag, or ten cents a barrel, for these paper bags. The customer buys the bags, and when he has emptied them he burns them up, or throws them away, or makes any other disposition of them that he sees fit. He has paid 10 cents a barrel for the package in which he received his cement. When we sell cement in cloth, we add to the net price of the cement 10 cents a sack, or 40 cents a barrel, for the packages, but agree with the customer to buy back from him any of the packages that are in fit condition for further service at the same price of 10 cents which we have charged him for them. This means that if the customer takes good care of his sacks, and does not allow them to be destroyed or stolen, all he will have to pay for the cement packages will be the cost of handling and shipping the sacks, plus the value of the relatively small number which may die on his hands through natural wear and tear. If a man handles his sacks in this way, his package expense will be small. If he is careless with them and allows them to be lost or destroyed, his package expense will be heavy, very heavy, but you will note that this additional load will fall exactly where it belongs.

Now, supposing that the cement manufacturers should do as many of their customers would undoubtedly like to have them, and agree to buy back worthless sacks, or even agree not to make any charge for the sacks in the first place, but only to accept with gratitude such sacks as the customer saw fit to return. A policy of this kind would have two results. In the first place, it would add to the cement manufacturer's cost of making and selling his product another big item of expense for sack losses. In the second place, this expense would get larger every year, because there would be no inducement for anyone to go to the expense of taking care of his sacks, and presently cloth sacks would be making only one trip in the same way that paper bags now do. With this large and constantly growing expense on his shoulders, the cement manufacturer would have to get more money for his cement. He would have to spread this additional cost over all his customers, regardless of whether the individual took good care of his sacks or not. In other words, the competent and efficient consumer would be assessed a part of the loss which originated with the incompetent and inefficient user, and the result would be to put a premium on carelessness, and a penalty on carefulness.

The cement manufacturer, like any other manufacturer who desires to remain solvent, must get back from his customers the complete cost of his product, plus a fair profit. If, to the cost of our product must be added a big package loss, we must get that back from our customers. Now, isn't it fairer to get that package loss back from the customers who are responsible for the loss, intead of spreading it over the guilty and innocent alike? You can see that no matter how things are arranged on the surface, the consumer of the cement must pay for the package, so the only problem to solve is the one of putting that loss where it fairly belongs. These ideas on the subject of sacks may never have been presented to you in just this way before, and it may strike you that my presentation of them has been, to say the least, straightforward, if not forcible. I want to drive these points home, because, if the cloth cement sack is ever to be anything but a source of trouble and loss to you, you must drive them home with your customers. You must make your customers understand that cement sacks are not loaned or donated to them, but the privilege of receiving their cement in returnable sacks is a privilege, and one which they must not abuse. You must make them understand that cement manufacturers have no object in buying sacks unless they can use those sacks again, so that you, in turn, are not justified in buying from your customers sacks which you cannot sell to the cement manufacturers. You must make your customers understand that the money which they lose on a few sacks is the package charge on all the cement they have handled, and you must make them understand and appreciate that even if they have to pay for a few worn out sacks, to say nothing of the sacks

(Continued on page 59.)

Problems in Sheet Metal Work

IN our April 4 issue we partially developed the pattern necessary for a roof flange, showing the various stages necessary to follow out in the development of such a pattern, and had progressed so far as to have described Figs. 2, 3, 4, 5 and 6. We will now describe the actual full pattern shown in Fig. 7.

First erect a vertical dotted line shown in Fig. 3, B.X.I. elevation and same length as B.X.I., though giving this pattern the same letters and figures as shown in Fig. 4, viz., the vertical dotted line in Fig. 7 describes g.1. then transfer the length from centre g, Fig. 4, to g. b.d., Fig. 7, and erect dotted lines as shown from b.d. to 1.

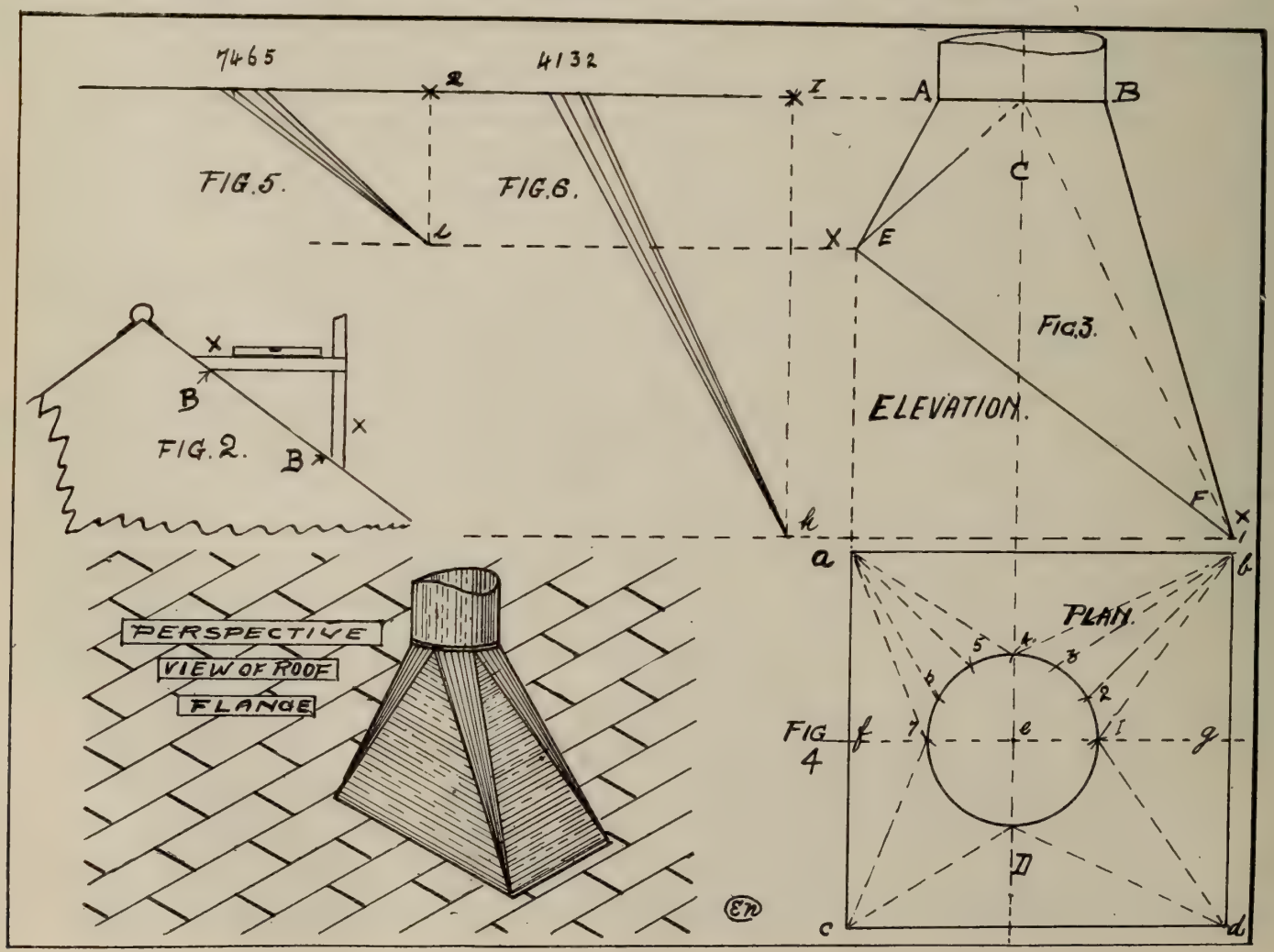
Next take compasses and describe arcs 1, 2, 3, 4 formed by using centre k in Fig. 6, and transferring to b., Fig. 7, then use stretchout measurements in circle on plan Fig. 4, and intersect the arcs 1, 2, 3, 4 in Fig. 7.

Next place the compass at 1., Fig. 5, and open up to 4, then with that measurement from an arc at a., Fig. 7. Next place the compass point at F. and open up to E., this measurement is used to intersect the arc 4.a., now draw the dotted line shown at 4.a. Next transfer the various distances shown from i. 4, 5, 6, 7 in Fig. 5, by placing compass point at a., Fig. 7. Again intersecting these arcs by the measurements found at f., 4, 5, 6, 7 in plan Fig. 7, then by placing compass point at f., Fig. 4, opening up at a. or c., and transferring the distance to a. in Fig. 7, making arc, then placing compass point at E.A., Fig. 3, transfer this measurement to f.7, intersecting arc f. in Fig. 7. Next draw the various solid lines as shown, this finishes the half pattern, the other half may be developed by simply turning the half pattern over at g.1, which will give the results shown, the outer dotted lines are necessary to fasten flange on roof and should be wider than shown. It may be stated that this pattern is always best made in one piece, though only one half-pattern is really necessary. In our next issue we will describe the easiest way to develop the necessary pieces to make up a roof hopper, which are very desirable on flat roofs.

ELECTRIC FLASHLIGHTS.

There is a rapidly growing demand for electric flashlights, and hardware dealers can do both themselves and their customers a good turn by carrying them in stock. Naturally, this idea carries with it featuring them in the show windows and in newspaper ads.

Automobilists have probably created the demand, but many others are finding them exceedingly useful and convenient to carry, and they may easily be handled with perfect safety in barns and other places where any other kind of light would be dangerous. Lanterns will always be in demand, of course, and are staple hardware stock, but the electric flashlight, if displayed and explained, will find many purchasers in any community.—Implement Journal.



DEALERS' PROFITS.

(Continued from page 57.)

which are prematurely destroyed through their own misuse or neglect, they are still getting their cement in a cheaper and more economical package than any non-returnable package could possibly be.

This is going to be a difficult doctrine to preach, and it is going to require a lot of hard and thankless work, but if the sack end of the cement business is ever going to be anything except a source of friction and disputes, as well as loss to you, this work must be done, and the sooner it is started, the sooner will this package loss cease to be a charge against your profits. We have done a great deal to help the dealer in this educational work, but we want to do more. In this respect, as otherwise, the dealers' interests are ours, and incidentally in the long run, the ultimate best interests of your customers, the consumers, will be served by a clear and proper understanding of this package question.

Cement manufacturers are doing wonderful work to increase the use of cement for the classes of work which have existed for some time, as well as in finding and exploiting new uses. The steady increase in cement consumption in this country, in spite of the depressions that have affected practically every other industry, would not, in my opinion, have occurred had it not been for this educational work. The thousands of cement dealers in this country are in position to render great assistance to this end, and thereby improve their own financial welfare. Broad-minded manufacturers realize that their services must be enlisted, and that the desired enthusiasm must come as a result of benefit to their pocket books.

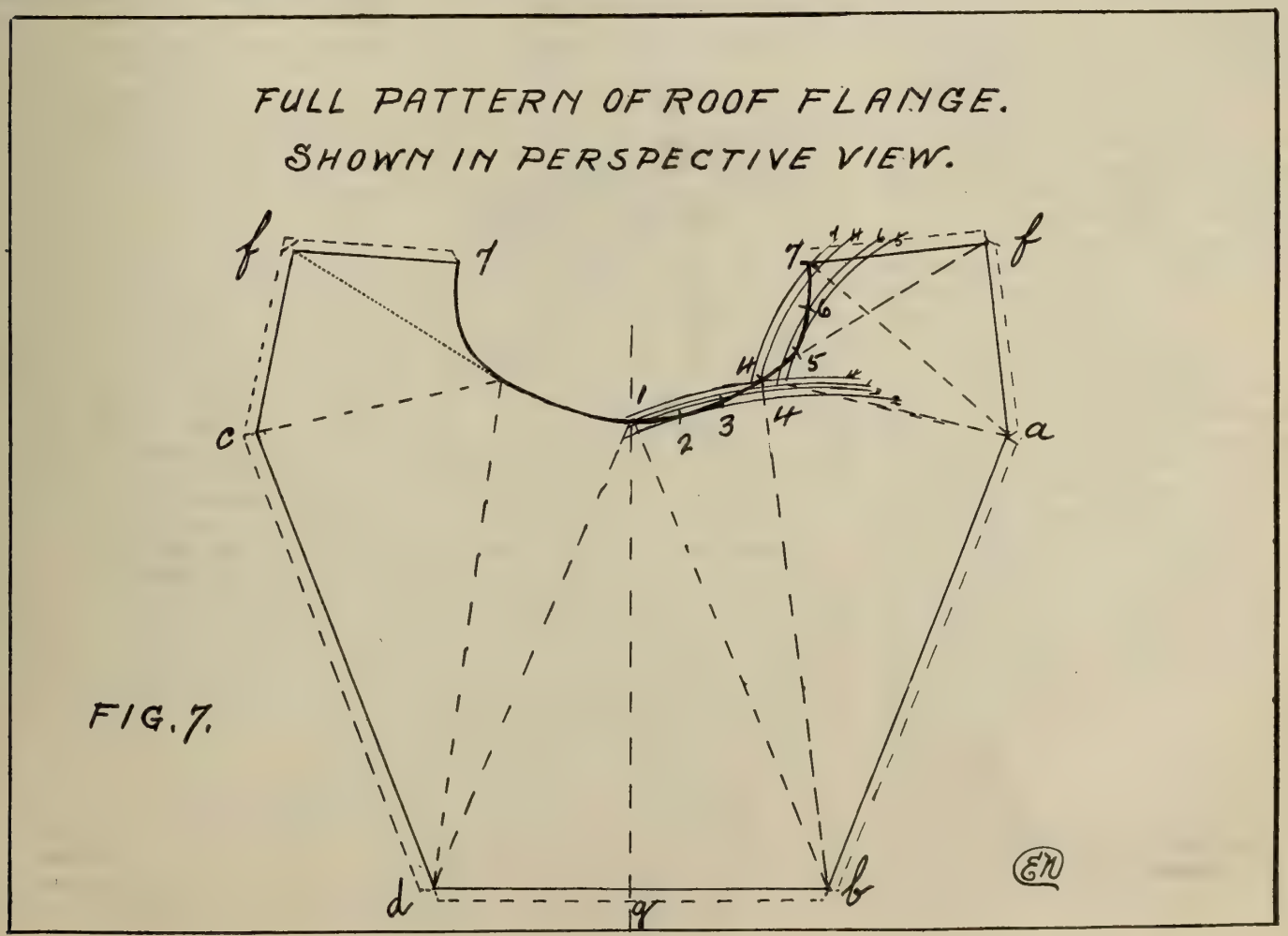
With the large amount of powerful ammunition that will be freely supplied to the dealer by the manufacturer in the shape of booklets and educational information to suit both the large and small items of cement uses in the innumerable directions in which cement is and should be used, the local dealer, with comparatively small effort, will find it easy to increase the consumption in his locality, and by so doing augment the number of units on which he will receive a certain gross profit, which will enhance the net profits in greater proportion than the increased volume of his cement trade. The greater the volume, the smaller is the necessary margin of gross profit, and the larger the volume, the greater the percentage of gross profit that may be converted into net profit.

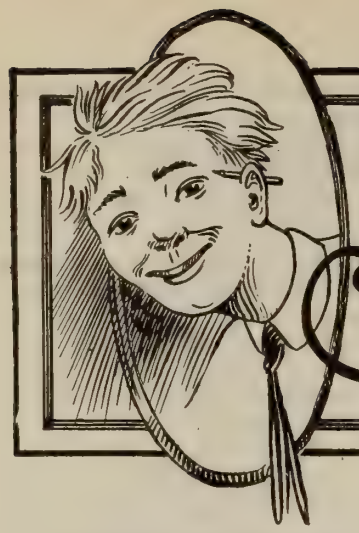
We generally find that the dealer is not taking enough interest to educate himself sufficiently to discuss the use of cement with a prospective customer. This education is available in literature that costs him nothing.

In conclusion, the success of the cement dealer and the manufacturer largely depends upon each other, and a mutually friendly, honest feeling should exist, with a willingness on the part of both to co-operate with a real interest in each other's success.

You will find that the right-minded and broad-minded manufacturer is ready to assist by all means in his power to bring about the desired results. If each dealer will approach this subject with the manufacturer or manufacturers from whom he secures his supplies in a spirit of co-operation and confidence, I believe it will soon remove this question, at present so vexatious.

He who is temperamentally sympathetic profits more by his mistakes than the calculating man gains by his calculations. We are more lenient in our judgments of those who err through excess of humanity than of those who have never made a kindly error.





THE JUNIOR CLERK'S PAGE

MODERN PHYSIOLOGY.

By Professor Arthur Bateman.

A MAN who is 150 pounds in weight, contains sufficient ingredients in his body to equal 100 dozen eggs. There is iron enough in his system to make four ten penny nails. His body contains in a condensed form 36,954 cubic feet of gas, 25 candles, and a cake of soap. There is material enough to make heads for a sufficient number of matches to fill 8,064 boxes. Six teaspoonfuls of salt, a bowl of sugar, and 10 gallons of water are part of his 150 pounds. The hydrogen in his make-up would inflate a balloon big enough to lift him above the clouds.

When the fact is firmly grasped that every individual is 100 eggs, more or less, it is not hard to understand why some men are so easily broken up and so disastrously affected when they are beaten, and why others develop a yellow streak and turn out bad. We all have heard of persons who were addled, and of others who are hard-shelled. Also, we have often run into a man who is 36,954 cubic feet of gas. A word or two shrewdly pointed will usually tap his tank and bring on a flow which can be shut off only with the greatest difficulty. Everybody knows the man who is as "sharp as tacks," and the man with an iron constitution or a steely eye. Every one gets a little rusty now and then. It may be that when a man is said to be crooked, it is because his ten penny nails have been trying to do the work of six penny nails and got twisted. We know what happens when a fellow gets "all lit up." It is his 25 candles that furnish the illumination. Besides we know why some persons are more brilliant than others. It is because their candles are in better commission. Some folks are touchy and flare up under friction. It's because there are so many match heads in them. It may be either the candles or the match heads that make them splutter. We all go up in the air once in a while. It is nothing but the hydrogen we contain. When the hydrogen gets beyond control we live in the clouds, a state of existence more unsatisfactory to those remaining on the ground than to those aloft. When the match heads are too often agitated or the candles lighted up too frequently there is danger that the hydrogen will be set off, in which case one goes all to pieces. There are some who will think that the estimate of sugar is too low, but that is a personal matter which may be adjusted to the mutual satisfaction of those concerned. Some of us water our personal stock too much, and that accounts for the great amount of vanity in the world.

WHAT IS SUCCESS?

By Harry Gale Nye.

THEODORE ROOSEVELT'S idea of success is a drug store on the corner, whose wide portals are always crowded by a maelstrom of newly-threatened fathers clamoring for the doctor.

The millionaire's idea of success is a castle wherein he may keep the biggest assortment of beautiful pictures, painted by artists whose names he cannot pronounce, and rare books, in editions de luxe, which he never reads! The millionaire couples wealth with a sense of power and a commiseration for the lowly, mellowed somewhat by a pain in his stomach and a covetous longing for the appetites of the hoi polloi.

His commiseration, at times, takes the form of enlargement of the heart, as a direct result of which the Polinskies on Squalor Street get a meal of canned salmon and pass the can on to the goat. Then the rich man goes down to his office and stirs up the distant relatives of the Polinskies and makes more in five minutes than he gives to charity in a year!

After having stormed the bastile, he goes out to luncheon with a fellow-conspirator, fills himself full of lobster, pate de foie gras and tantalizing fluids, and pays a check that would keep the entire Polinsky family in canned salmon for three weeks.

The food makes him mad after it begins to matriculate inside him, and indigestion grabs his vitals in both hands and wrings his internal mechanism until he yells for quarter. He calls his chauffeur, goes home in his $12,000 touring car, finds his wife gone to a bridge game, and cusses accordingly. Miserable and lonely he sits down to unpleasant dreams!

A bricklayer shuffling by the castle, with an empty dinner bucket in his hand and a gnawing in his stomach like a four-year-old rat eating a lath out of the ceiling at two o'clock in the morning, looks in at the windows and sighs.

"Ah, t' be rich," he muses, "must be th' greatest t'ing in th' hull wur-rld!" And the rich man, affectionately stroking the button of his vest and feeling for his appendix, dodges another pain with a contortion wonderful to behold, and says:

"Oh, heavens! What is success?"

Success is happiness!

The man who is happy, though he be poor or rich, is successful.

We are too apt to make the mistake by looking for success through gold-rimmed eye-glasses. We expect to find success in a ravishing Worth gown, with jewels on her hands and with gems in her hair. Often we lose sight of the real ingenue—the shy lassie with the brown eyes, with the glow of health and beauty in her cheeks and the bunch of wild crab-apples at her throat, as we pass hurriedly by in our mad rush for the frou-frou and the glitter and the route of the imitation woman with the false curls and the walk like a kangaroo!

Take it from me: Money has nothing to do with success! Success is only a condition of mind—the condition that makes a man happy. Some of the most unhappy people in the world are the richest and some of the most disconsolate are the most famous.

* * *

Some men do most of their worrying over the success of others.

New Goods Offered Canadian Hardwaremen

METAL GARAGE.

The Pedlar People, Ltd., Oshawa, Ont., are offering the trade the new metal clad auto garage here illustrated. The garage is claimed to be fireproof and the makers claim that the building is hand-



Pedlar Metal Garage.

some in appearance, durable, and can be put together in one day at very reasonable cost. It is also said that the garage is weather-proof and rust-proof.

THE ROTARY AUTOMATIC SUCTION CLEANER.

This is a new device that has recently been introduced on the market and made by the Rotary Mfg. Co., of Cleveland, Ohio, U.S.A. Its construction is an aluminum case or outer covering, and its interior is made of aluminum and steel and is a very ingenious mechanical construction, generating its own power from the traction wheels that are so geared as to operate the rotary fan that it is claimed in ordinary use will generate 6,000 revolutions per minute, creating a most powerful suction. Being entirely a hand machine it accomplishes the work of a sanitary remover of dust from carpets and rugs, without the use of electric power, and hence has no cost for operating.

It is made with ball bearings at every point, which reduces friction to a minimum making it easy to operate.

The cleaner is being marketed by the Hawthorne Sales Corporation, 220 W. 42nd street, New York.

HANDY HOME TOILET CLIPPER.

A unique toilet clipper, retailing at the price of 60 cents, was put on the market about six weeks ago by the Chicago Flexible Shaft Company.

The manufacturers claim that this clipper will do good work and stay sharp.

The Handy home toilet clipper is made up of but five parts—viz., cutter, comb, handle and two screws. The handle is of spring steel formed so as to afford a good grip, and at the same time it acts as the spring for making the return sweep of the cutter. It also furnishes the proper tension between the cutter and the comb.

The cutter, instead of having the same number of teeth as the comb, has but one large tooth that moves back and forth over the comb cutting the hair between each two teeth of the comb in order, instead of engaging all of the hair taken up by the comb at one time. On this account it requires much less strength, and there is no danger of pulling, which are important features, as these clippers will be used mostly for home use.

The manufacturers believe that a good clipper at the above price can be sold extensively for home use.

The Handy home toilet clipper is furnished dealers in counter display cartons containing one dozen. Each clipper is in an individual box.



Home Toilet Clipper

Large display hangers are being prepared that will illustrate the various uses of the clipper, such as cutting a boy's hair, a man trimming his own hair, a wife trimming the hair on her husband's neck, etc.

KYANIZE LINOLEUM FINISH.

The Boston Varnish Company, Everett Station, Boston, Mass., has added to the "Kyanize" line a linoleum finish.

"Kyanize" linoleum finish is said to be a tough, durable varnish for linoleum and oil cloths. It dries quickly with a durable, glossy surface, and makes an old linoleum or oil cloth look like new. It is claimed that it lengthens the life of the linoleum so that it wears much longer than if it is not refinished in this way.

The "Kyanize" linoleum finish is put up in round friction top cans, handy to use, and is to be applied as it comes in the can. An attractive steel counter display stand with a small sample lot is furnished by the company. Two pieces of oil cloth are also shown on this stand, one finished with "Kyanize," and the other unfinished, illustrating just what can be accomplished with the "Kyanize" linoleum finish.

The J. H. Ashdown Hardware Co., Winnipeg, are Canadian representatives.

Catalogues and Booklets

Braby's Handbook.

Frederick Braby & Co., Peter's-hill Road, Glasgow, with export office, 110 Cannon St., London, E.C., have issued Braby's Handbook of 144 pages, for engineers and architects. The handbook features sheets, plates, ridging, steel gutters, pipes, steel structures, tanks, wheelbarows, etc. The book is attractively gotten up and a large number of half tone illustrations have been used.

Automatic Washers, Etc.

The Automatic Electric Washer Co., Newton, Iowa, have issued a very attractive catalogue featuring their line of automatic electric and power washers, wringers, mangles, etc. Copies will be mailed on request.

CANADA'S EXPORTS.

The United Kingdom took more of Canada's exports than any other country in the fiscal year, 1912-13, the total being worth $178,000,000 against United States imports from Canada of $167,000,000. Exports to other countries are comparatively small. In imports, however, Canada took by far the greatest value from the United States, the total being $411,000,000, compared with $139,000,000 from the United Kingdom, which ranked second. France was the third greatest exporter to Canada, while Germany ranked fourth.

This country exported more agricultural implements in 1912-13 than she imported by a substantial margin. They were $3,288,866, compared with $2,080,529. The United States took a large proportion of Canadian made farm machinery.

Current News of the Hardware Trade

Honored With Royal Warrant.

Escare & Denelle, Ltd., 129 Wardour W., have recently been honored with the Royal Warrant of Appointment as manufacturers of electrical fittings and bronzes to his Majesty King George V.

Additions to Plants.

The L. Martin Co., with main offices at 81-83 Fulton street, New York, announce the completion of a large brick addition to its Philadelphia works, which will be used entirely for the manufacture of high grade lamp blacks. Plans have been drawn for still further enlargement of this plant. The London, Eng., branch of the company is also being enlarged considerably.

C. E. Harrison Married.

Chas. E. Harrison, department sales manager Steel Co. of Canada, Hamilton, was married on April 8 to Miss Bessie Peebles, daughter of C. H. Peebles, clerk of Division Court, Hamilton. Mr. and Mrs. Harrison left on a trip to New York and Washington.

Mr. Harrison, who has been associated with the Steel Co. of Canada for a number of years, was presented with a handsome chair and silver service by the staff at the head office.

Opening of Camp Eeh-Nis-Kim.

The Great Sachem of the Order of Eeh-Nis-Kim has issued a call to the four thousand braves and medicine men of the mysterious organization of hardwaremen, announcing that the annual camp on the banks of the historic Niagara River, will be opened June 27, and will close the last day of August. Any hardware dealer or salesman is eligible to membership in the organization. Complete information may be secured by addressing the Great Sachem of Eeh-Nis-Kim, Council Lodge, Niagara Falls, N.Y.

Changes in Old Established Firm.

Acting under the advice of his physician, A. M. Bell, founder of the old-established firm of A. M. Bell & Co., Ltd., Halifax, has retired. Ralph Bell has also retired and will engage in another line of business. The management of the business will in future be in the hands of three of its recent directors, A. B. Wiswall, who is now president, H. H. Dalton and A. W. Morton. Mr. Dalton who has been associated with the firm for the past 29 years, will have charge of the purchasing department. Mr. Morton has been appointed sales manager of the company.

Banquet to H. W. Johns-Manville Co. Branch Managers.

A very fitting close of the annual meeting of the managers of the electrical departments of the H. W. Johns-Manville Company, located throughout the United States and Canada, was the banquet given to those in attendance at the above meeting by the management of I. P. Frink.

The details of the banquet were planned and very pleasingly directed by W. H. Spencer and was given in the Gold Room of the Imperial Hotel, New York.

G. F. Spencer, manager of I. P. Frink, performed the duties of toastmaster.

J. W. Perry, general manager electrical department, H. W. Johns-Manville Co.; W. H. Spencer, asst. manager, I. P. Frink, S. G. Meek, asst. general manager electrical department, H. W. Johns-Manville Co., and many of the visiting branch electrical department managers added much to the pleasures of the evening and their responses had many touches of humorous and serious oratory. Bassett Jones, a well-known illuminating engineer was also present.

Miller-Morse Convention.

The spring convention of the Miller-Morse Hardware Co., Winnipeg, opened on Monday, March 6, all the travelers being on hand. The opening address was delivered by Lewis A. Blackwood, who spoke at considerable length on topics of general interest to the trade. He introduced J. J. Corbett, credit man, who spoke on "Co-operation between the sales and credit department from the view-point of the credit man." Mr. Lynch and Mr. Marr also spoke.

Among those present at the convention were P. B. Buchannan, who travels out of Yorkton, Sask. He will shortly be appointed specialty man, selling cutlery and builders' hardware, for which he will cover the West. He will be succeeded by C. H. Read. Others present were H. S. Prowse, Winnipeg; O. C. James, Neepawa, Chas. G. Johnstone, who has been with the firm nine or ten years, and is one of the veteran hardwaremen of Western Ontario.

W. O. Labelle, who represents the firm at Edmonton, was also at the convention. He was formerly in business for himself at Peterborough, Ont. Others at the convention were: Stanley D. Peacock, Lethbridge; Morley P. Barnes, Dauphin, Man.; Norman A. McGratton, Brandon; H. C. Curry, Saskatoon; Joseph Cassidy, Assiniboine; Clayton W. Groff, Moose Jaw; Fred C. McCarthy, Regina; J. R. Bouttillier, Winnipeg; E. T. Parkinson, Stettler, Alta.; L. C. Marr, sales manager; G. S. H. Williamson, Winnipeg; Cecil H. Prest, J. G. Herman, H. Fargie, John McGuire, John Walsh, and John Brown.

The convention proceeded throughout the week. Mr. Johnstone speaking of conditions in Saskatoon, to Hardware and Metal, stated that three hardwaremen had recently been sold out there which would help matters somewhat for the others. Mr. Cassidy said that west of Shaunavon he expected a boom this year.

Personals.

W. F. Macpherson, Prescott, Ont., president O. R. H. & S. D. A., was a visitor in Toronto this week.

Alex. McKenzie, Eastern Ontario representative McClary Mfg. Co., was a business visitor in Toronto this week.

The friends of N. R. Turner, Asst. manager Toronto branch McClary Mfg. Co., are congratulating him on the arrival of a daughter.

James Reid, of Caverhill, Learmont & Co., Montreal, who was confined to his home last week, is again able to resume his duties.

H. W. Aird, manager Canada Paint Company, Montreal, is spending a few days in Vermont, and is stopping at Waterbury Inn.

The following representatives were calling on the Montreal hardware trade during the week:—O. B. Surplus, Surplus, Dunn & Co., New York, N.Y.; G. W. Carter, Eagle Lock Company, Geneva, Ohio; J. F. Ling, Chicago Flex. Shaft Co., Chicago, Ill.; E. S. Duryea, Lane Brothers Co., Poughkeepsie, N.Y.

Members of the executive of the O. R. H. & S. D. A., who were present at the meeting held at Toronto this week were:—D. A. MacNab, Orillia; W. W. Bennett, Gananoque; C. W. Conn, Tillsonburg; Albert Wideman, Markham; A. J. Wright, Hamilton; J. McGregor, Oakville; E. J. Creeper, Owen Sound; H. Occomore, Guelph.

Among the out-of-town hardware manufacturers and representatives who are members of the executive of the Canadian Hardware Manufacturers' Exhibitors' Association, and who were present at the meeting at Toronto on Monday, were:—President Adam Taylor, of Taylor-Forbes Co., Guelph; J. W. Moncur, Ontario Lantern and Lamp Co., Hamilton; T. D. McFarlane, McFarlane, Douglass Co., Ottawa; A. M. Smith, McClary Manufacturing Co., London; Chas.

E. Stewart, Jas. Stewart Manufacturing Co., Woodstock, Ont.; H. P. Hubbard, E. C. Atkins & Co., Hamilton; L. W. Smith, Canadian Tap and Die Co., Galt; F. M. Tobin, secretary-treasurer, Woodstock.

Western Notes.

C. A. McNutt, Seaman, Sask., was in Winnipeg last week calling on the trade.

E. E. Dollar, Marquette, Man., was married recently to a Winnipeg young lady.

William Crawford, sales manager of the Sheet Metal Products Co., Winnipeg, is visiting Alberta points.

C. W. Gimly, Eyebrow, Sask., has sold out his business to W. L. Black, who was formerly station agent there.

J. L. Welshon, representing the Reading Hardware Co., Reading, Pa., called on the Winnipeg trade last week.

Geo. H. Mackley, representative of G. F. Stephens Paint Co., Winnipeg, at Regina, visited the head office last week.

J. H. Mackenzie, city traveler for the G. F. Stephens Paint Co., Winnipeg, left last week for Chicago on a business trip.

The Miller-Morse Hardware Co. sales convention ended last week, and the travelers are now back on their grounds.

Harris & McNaughton, Prelatt, Sask., are adding hardware to their stock. Mr. Harris was formerly in the implement business.

W. E. Melena, Verwood, Sask., is starting business at Ravenscrag, Sask. He is a young man, and a new one at the hardware.

W. T. Cox, Winnipeg representative of A. C. Leslie & Co., Ltd., Montreal, left last Monday on a month's business trip to the Coast.

Jas. E. Yates, Brandon, Man., returned lately from a trip to the East, where he went to see the latest things in heating and ventilating.

F. Morton Morse, of the Miller-Morse Hardware Co., Winnipeg, leaves for Europe about the 10th of this month, and will combine business with pleasure.

A. C. Leslie & Co., Ltd., whose Winnipeg branch has for some time been located in the Phoenix Building, has moved to 407 Nanton Building, corner of Main and Portage.

L. C. Stephens, of the G. F. Stephens Paint Co., Winnipeg, has returned from a trip to Calgary and Edmonton, and reports both cities doing big buisiness in paint line, especially the latter.

The Moose Jaw Hardware Co., Moose Jaw, and the Manville Hardware Co., Ltd., Prince Albert, have both put in complete stocks of sporting goods, including bicycles, baseball, tennis goods, etc.

The Imperial Oil Co. have been appointed exclusive selling agents for Canada for the Gilbert and Baker Mfg. Co., Springfield, Mass., who make gasoline and coal oil storage tanks, and self-measuring pumps.

The Miller-Morse Hardware Co. have been re-decorating their premises in Winnipeg. They have also installed electric time clocks for checking goods coming in and going out.

John M. Taylor, Traverse, Alta., has just placed his opening order for hardware. This town is located on the Suffield-Blackie line, and is a thickly populated district. Mr. Taylor is an experienced hardwareman who has lived there for years.

E. F. Clendenan, the Edmonton representative of Wood-Vallance,Ltd.,Winnipeg, was at headquarters for a few days last week. He says he is finding business fairly good. He reports a hard snow fall in northern Alberta recently, which helped the hardware business wonderfully. He also says the hog industry is helping business in Alberta.

In New Offices.

The Chamberlain Weather Strip Agency, who were burned out in the recent fire at the Scott Building, Winnipeg, have removed their office to 819 Somerset Building.

Moncrieff & Endress, Ltd., dealers in hardware specialties, who were burned out in the fire which consumed the Scott Building, Winnipeg, are now located on the main floor of the Galt Building, corner of Princess and Bannatyne.

Business Changes.

Montreal, Que.—Bacon Bros. (registered) have dissolved.

Taber, Alta. — The Taber Hardware Co. are advertising a selling-out sale.

Okotoks, Alta.—L. H. Allen has purchased the hardware business of Geo. Thompson.

Halkirk, Alta.—It is reported that the Halkirk Hardware Co. is discontinuing business here.

Conquest, Sask.—Mitchell Bros. have succeeded to the hardware business lately owned by the Pattison & Gunn Co.

Montreal, Que.—Bacon Bros., registered, wholesale hardware and commission agents, have changed style to F. Bacon & Co.

Ottawa, Ont.—Chas. Watt, hardware merchant, announces through a selling-out sale ad. that he is retiring from the retail hardware business.

Moose Jaw, Sask.—Edmond Worden, hardware merchant, has taken over the plumbing and heating business of the Scott Plumbing and Heating Co.

Davidson, Sask.—The Pioneer Hardware Co. have disposed of their business to Messrs. H. M. Curtis, J. H. Griggs and Stanley B. Feltis, three local men, who comprise the personnel of the new joint stock company which will be known as the Pioneer Hardware Co., Ltd.

New Firms.

Mazenod, Sask.—Winter & Sons have opened a hardware store.

The Pas, Man.—Moran & Girouard have opened a hardware store.

Domremy, Sask.—Scott & Saunderson have opened a hardware store.

Lamont, Alta.—Sanofsky Bros., hardware, have commenced business.

Fire Losses.

Chatham, Ont.—Canadian Wolverine Brass Co., plant, was destroyed by fire.

CLEAN-UP WEEK IN SHERBROOKE.

The Sherbrooke Record of Sherbrooke, Que., in April 14 issue, says:—

The first meeting of the council of the Board of Trade since the appointment of the new secretary, J. J. Fitzgerald, was held last night. Various subjects in connection with the work of the board was discussed, particular attention being given to the plans for "Clean-up Week." The Board of Trade will cooperate in every way possible with the city officials, and, while it will be the object of these to see that the law is enforced, the Board of Trade, through the secretary and the public health and civic improvement committees, will endeavor to urge the citizens to action through a spirit of civic pride. All public institutions and industrial concerns will be asked to give good example in being the first to take up the movement, and the city officials intend leading the way by cleaning all public places. The clergymen of the city will be asked to make a direct appeal from the pulpit. Educational slides will probably be shown at the moving picture theatres. Dr. Pariseau has offered to give lectures under the auspices of the board, and these will immediately be inaugurated. The secretary and the committees interested will use every effort to make a success of the week and make Sherbrooke a clean city.

Complete and definite plans preparatory to the formation of a housing association in Sherbrooke are under consideration, by aid of which every citizen may have an opportunity to make a start towards the owning of his own home.

The housing problem will be made the subject of a general meeting of the board at an early date, and it is hoped to have an address by some expert upon the subject, from some of the cities which have already dealt with the housing problem.

A new jewelry factory, an airship concern, and a company making wrenches, pipe cutters, vises, etc., are among the immediate industrial prospects.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

Business with the hardware jobbers has tapered off slightly during the past week. In the metal markets business is still rather quiet and a number of price changes, mostly declines, have taken place. Buyers of metals are very cautious at the present time. Price changes are expected in certain sizes of iron pipe, and brass goods. Paint manufacturers report business as being very satisfactory. One firm has announced an advance in the price of ready-mixed paints. Price changes are reported in ammunition, lead pipe, copper, tin. Collections are fair.

MONTREAL.

MONTREAL, Apr. 15.—Business this week has been a little quieter than usual and there is not the same demand for spring lines that has been in existence for the past few weeks. Although the travelers are out on the road again just as thick as in previous years the same amount of business is not forthcoming. This is considered to be a very wise plan by most of the local dealers, as they would sooner see fewer orders and more money. Dealers throughout the country should be very cautious for a little time to come. By this we mean to infer that they should not buy any more than they can pay for at the terms by which they buy. At the present time there are a number of dealers all through the country who have a store full of stock and no money. Naturally when their paper comes due it cannot be met. Everyone should work to eliminate this feature. A man gets a far better price and is better thought of who does not ask for further accommodation. The real reason for such a request is due to the fact that the retailer is allowing credit anywhere from one month to nine. This fact alone makes it almost impossible for him to pay for his own stock at 30 days, unless, of course, he has a good fat bank account. If a wholesaler or manufacturer is asked to extend credit on a bill of goods sold at 30 days it just puts him in a hole too, as he has been depending upon the money. This feature is one of the real reasons why money is so tight to-day. Retailers should not buy more than they can pay for within the time they state when placing the order. If necessary, buy small and oftener, but try to meet the paper when it comes due. This is what we mean by saying "Be Cautious."

Collections are not what they should be. There are people asking the local firms for accommodation at present who have never been forced to do so before. The general impression is, though, that the worst is over, and conditions generally will improve from now on.

Ammunition.

There has been an increase in 22 cartridges and the new discounts are quoted herewith. This fact is due to the recent increase in the U.S. and as the makers claim that they have been selling at a loss in Canada they have increased their prices accordingly.

22 short black	50 %	off list
22 long black	"	" "
22 2 smokeless	"	" "
22 short smokeless ...	55 & 5	off list
22 long rifile, black ..	40 & 2½	" "
22 long rifle smokeless..	40 & 2½	" "

All other prices remain the same.

Lead and Lead Waste Pipe.

There has been an additional 2½% allowed off the list price, the discount now being 7½ per cent. The list price is 7½ cents and 9 cents per pound respectively for lead and lead waste pipe.

Wrought Iron Pipe.

Owing to the recent change in the tariff there will be new prices issued for pipe from 4½ to 10 inches. The duty was 15% until the new tariff went into effect, but is now 30%, an increase of 15%. The prices will be increased accordingly.

Screws.

Although there is a firm feeling in the market for screws this is not wondered at considering the prices now in existence. The market is quite steady at present figures.

Builders' Hardware.

There has been a better feeling in this market during the past week and the demand is improving slowly. Locally there are quite a number of houses under construction, and as they were started pretty early in the season the hardware demand is just beginning to be felt. Practically all the trade is from local buyers.

Metals.

The demand at present is quite small for all lines and the local houses are not anticipating anything much in the next few weeks. There have been no changes in any of the markets, with the exception of tin, which has declined one cent. since last week. All other markets remain unchanged.

Tin.

There has been a further reduction of one cent from last week and the price now in effect is 42½ to 43 cents. The demand is not more than seasonable, if that.

Spelter.

There is simply a fair demand in this market and the quotation of $6.00 to $6.25 is still given by local jobbers.

Lead.

There is no change in this market and the business passing is very small for this season of the year. The quotation of $5.25 to $5.50 given last week is still in effect.

Copper.

This market also is much the same as one week ago and the amount of business passing at the present time is very small. There has been no change in the quotation of $16.50 which was given last week.

Antimony.

The market remains weak and the price of $9.00 quoted for the past few weeks still remains under a very slow and small demand.

Iron.

The market for pig is much weaker than one week ago and although there has been no price changes the situation is anything but firm.

TORONTO.

Toronto, April 16.—Business with the hardware jobbers has tapered off slightly during the past few days, although trade since the first of the month has been good, almost as good as during the corresponding period of last year. Whether the balance of the month will show up equally as well remains to be seen.

Metals.

There appears to be a downward trend in the metal market quotations. The prices of metals have declined severely

in the primary markets, and as a result of this, buyers are in a cautious mood. The volume of business passing at present is not large, although conditions are improving gradually. Tin has declined ¼ cent per pound. Lead is unchanged and in good demand. Pig iron and spelter have shown no change since last week.

Copper Situation.

Copper has declined at Toronto, the latest decline amounting to 25 cents per 100 lbs. Business is rather quiet, and buyers are cautious. Commenting on the copper situation, the American Metal Market, under date of April 14, stated as follows:—

The copper market received a blow to-day from London, the quarter that has been responsible for the advance of the past two weeks. Standard in London declined to-day £1 8s 9d to £64 5s, or back to where it was March 20th, at which time the price for Electrolytic was 14⅜. The sales were large, amounting to 500 tons spot and 1,900 tons futures. The explanation seems to be that Europe is impressed by the unsatisfactory reports regarding trade conditions in America that have accumulated over the holidays, and are not prepared in absence of a revival in copper consumption to buy heavily as they have lately been doing. The change in sentiment there, as shown by to-day's decline, will test whether our large exports were really needed abroad, or whether they were more or less speculative, and made in anticipation of higher prices. Usually the foreign buyers are very clever in foreseeing an improvement, and protecting themselves in advance, and their heavy purchases were believed by many to have this foundation.

The following prices are now being quoted at Toronto:—Tin, 39c to 41c lb.; lead, $4.85 to $5 per 100 lbs.; copper, 15½c to 16½c lb.; antimony, 8¾c to 9c lb.; zinc, 5½c to 6c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 11½c to 14c lb.; half-and-half solder, 24c to 26c lb.; pattern aluminum, 23c to 24c lb.; ingot aluminum, 19c to 20c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 22¼c lb.; wire solder, 27c.; tinkers' bar solder, 28c lb.; lead wool, 8c lb.

Wire Nails.

Toronto dealers are still quoting $2.10 base on wire nails. The demand at present is fair.

Builders' Hardware.

There is an improvement in the demand for builders' hardware, and a fair amount of building is under way. Price-cutting is still going on in cheap inside lock sets. Mortise sets, with one-piece knobs, are quoted at $3.75 per dozen sets.

Rope, Twine, etc.

The rope trade is showing improvement, although the volume of business passing is not yet as large as desired. Toronto quotations are as follows:—

Best Pure Manila	15c lb. base.
British Manila	11c lb. base.
African Hemp	11c lb. base.
Sisal Rope	10½c base.
Lath Yarn Single	9¾c lb.
Lath Yarn Double	10¼c lb.

Other lines are shown in current market quotations.

Binder twine prices are:—650 ft. twine, 13½c lb.; 600-ft. twine, 11c lb.; 550-ft. twine, 9¾c lb.; 500-ft. twine, 9¼c lb.; ⅛c per lb. allowance on 5 tons and over; ¼c lb. allowance on 10 tons and over; delivery allowed on 300 lbs. and over.

Building Trades.

A very fair amount of building is now under way in various sections of the province, and the demand for building materials is growing. Cement and cement workers' tools are in very fair demand. Quotations remain as follows:—

Portland cement, $1.55 per barrel, f.o.b. cars; $1.63 per barrel in car lots delivered. Less than car lots, $1.85 per barrel delivered.

Fruit Jar Rings.

Rubber rings are offered at 35 cents per gross for pint size and 40 cents per gross for quart size.

The Stove Trade.

The demand for gas ranges, oil and gasoline cook stoves, etc., is becoming more pronounced. Business in other lines of stoves is rather quiet at present.

Enamelware and tinware are in fair demand.

WINNIPEG.

WINNIPEG, April 14.—There has been a let-up in business all round to a small degree, which is only natural after the splendid demand for the past four or five weeks. Business in spring lines of hardware has been very brisk. The paint business has been good, too, and the fact that sorting business is up to the average is mainly due to vigorous clean-up paint-up campaigns being waged throughout the Western provinces. There are many lines that are not showing up so well, principal among which are stoves and ranges. The stove business is admittedly quiet throughout the West. The average hardwareman in the country had a bad season last year, and carried over a lot of stock. Consequently, with the present money conditions, he is not buying much, and what he is buying is chosen from the cheaper lines. Business in stove repairs has not dropped off at all while it has in other stove lines. The demand for electric stoves is growing better. Gas ranges are moving slowly. Practically the only market in the West is around Winnipeg, where they have gas.

While the total amount of building permits issued in Winnipeg up to date exceed three million dollars and are considerably away ahead of last year, the feeling is held in many quarters that only a percentage of these will go ahead this year. Dealers in plumbing and steam-fitting supplies are inclined to be a little pessimistic, and are somewhat annoyed at the publicity being given by the local press to the amount of building permits being issued. On the other hand, there are many who believe that 1914 will be a good year for building, and that the demand for builders' hardware will be good.

One thing that is affecting business somewhat is the backwardness of the season, the warm weather being two weeks behind that of last year. Collections compare favorably with those of last year. While it is lower in dollars, in percentage of outstanding accounts collections are ahead of last year.

There is likely to be a reduction in the price of bar iron shortly, in order to meet American competition from Chicago, and from Cleveland, as soon as navigation opens. The changes in tariff made at Ottawa last week will affect the price of a number of lines. One of which local jobbers have been advised is in coil chain, the price of which will be advanced shortly owing to the duty placed on wire rods.

The sale this year of horse-clipping machines has been unprecedented. Many of the jobbers sold their stock out completely, and were compelled to re-stock. Another line that has sold well this year is bluestone, the season for which has been an extended one. Stocks are mostly cleaned out, whereas stocks are usually held over. The demand for rope is fair. Washing machines have sold unusually well. A noticeable increase in business is noticed in high class machines, particularly gasoline and electrically operated washers. Those driven by gasoline go to the farm, and electric machines sell in the cities. Most farmers are to-day installing labor-saving household devices, such as churns, washing machines, etc.

Sporting Goods.

Business in baseball, tennis goods, and fishing tackle has begun with the arrival of spring, and in this, too, the season is somewhat delayed. Small bore metallic ammunition and small bore rifles are selling freely to farmers for gopher shooting. Winnipeg jobbers have been notified of an advance in both American and Canadian .22 ammunition, and local firms will meet during the week to fix their new prices.

Paints.

Sorting business in all lines of paints is reported to be good. Dealers are beginning to feel the effect of the clean-up paint-up campaigns all over the country, and the wide distribution of advertising matter is having a good effect on the output. The demand for Paris green has not yet commenced, and dealers will have to wait until the potato season creates a demand towards July. Small assorted glass is having a fair sale, but this is not a glass season.

Oils.

The market on oils and gasoline in Winnipeg is governed very much by Eastern prices. The general tendency is for a decline in prices of refined oil and gasoline. Several reductions have taken place in all points in Western Canada. The latest reduction took place to-day, and there was one last week. Gasoline is selling 5c a gallon cheaper in Winnipeg to-day than it was a year ago. To-day it is 22c a gal., whereas a year ago it was 27c. The reduction to-day was a cent a gallon on both gasoline and coal oil. Lubricating oils remain about the same.

An advance of three cents is announced on linseed oil. Raw oil is quoted at 68c a gal. and boiled oil at 71c. There are two firms making this oil in Winnipeg, using Western flax seed, and the market is regulated by the flax seed market. It is understood that the demand is increasing, the supply of flax seed decreasing. The price should remain up until the new crop next fall.

INSIDE HISTORY OF A HARDWARE BUSINESS.

(Continued from page 49.)

By Saturday night we had rearranged the stock and felt tolerably well satisfied with the result. The store was a wide one and gave us plenty of room for arranging goods to advantage.

All goods which were to be offered for sale had been arranged on tables in the centre of the store. I had the tables divided into sections and goods of the same price were placed in one section with a large ticket giving the price. This idea is now as old as the hills in places where agressive merchandising principles are followed, but I found that it was a distinctly new idea in A——— at that time. People made their first real acquaintance with that gingery salesman, Mr. Show Card, during the two weeks of my opening sale; and they seemed to take to him at once. Other merchants scoffed at me as a combination of quack and rogue. They were a conservative lot, the merchants of A———.

However, I am anticipating somewhat. Billy and I put in about ten hours on the painting contract and we did a pretty good job. We hardly knew the old store on Monday morning when the store was thrown open for the grand rush.

Our Advertising Campaign.

In the meantime I had been carrying out a rather elaborate advertising scheme. I had prefered a three-column display ad. for the evening papers and Saturday evening found this preliminary "Splash" in all the homes of A———. That same afternoon the mails contained some six hundred circulars that I had sent out, announcing my advent into the hardware field, inviting custom and making mention of my Monday opening sale. Most of these circular letters were addressed to the heads of the house, but about two hundred were sent to a selected list of housewives. This again was an innovation. I don't suppose that up to that time, the idea had entered the head of any woman that a hardware store could possibly prove a place of interest to her. I will vouch for it at any rate that the idea had not entered the heads of either of the other hardwaremen.

Included in the goods which I had bought from my old house were many lines of household goods which I knew would appeal to the feminine part of the population. I was counting on those lines very largely to help me in tripling the turnover of the store—which I deemed to be necessary if I were to make a success of my venture.

Here was the situation I found myself in when I opened up store that memorable Monday morning: I had about fifty dollars in the bank. During the succeeding four weeks it would be necessary for me to make payments amounting to nearly $4,000. The store had a reputation for carelessness and indifference in service and for poor selection of stock. The public would not come to me unless I corrected that opinion in record time.

I opened the store at 8 o'clock. At 9.15 not a person had entered the place. I walked to the front door and looked up and down the street. One man was in sight.

(To be continued in next issue).

REMARKS OF THE JUNIOR CLERK.

The man who borrows trouble generally gives his peace of mind as security.

* * *

The setting hen may be a loafer, but she delivers the goods.

* * *

Don't place too much faith in the early bird; he may have been up all night.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of April 28, 1894:—

H. Walter Dorken, proprietor of the firm of E. Heuser & Co., is making preparations to amalgamate his business with that of his brother, J. Dorken, Montreal, who represents several large foreign manufacturers. A younger brother, now on the way from Germany, will also enter the new firm. The style of the new firm will be Dorken Bros. & Co., and will commence July 1, 1894.

Editor's Note.—Dorken Bros. & Co., are still located at Montreal. During the past twenty years the firm has worked up a large connection in Canada.

* * *

Cyrus A. Birge, Hamilton, general manager Canada Screw Co., Hamilton, visited the Toronto branch last week.

Editor's Note.—Mr. Birge is associated with the Steel Co. of Canada, with which firm the Canada Screw Co. amalgamated.

FLY PREVENTIVE SEASON.

(Continued from page 40.)

possible means to prevent the multiplication of the fly. Point out to prospective customers the fact that one fly killed at the beginning of the season means several million less later on. Also point out the danger from flies gaining admission to the home. The public today realizes more than ever before, the danger from the fly pest, but much more missionary work is necessary. Hardwaremen should help in the missionary work by advocating the use of screen doors and windows, meat and dish covers, sanitary garbage cans, milk containers, refrigerators, fly traps, fly swatters, screen wire, fly destroyers, etc.

Inform your customers of the coming danger, making use of the figures and data here shown, to point out how flies multiply, and the dangers which accompany them. During the next few months, especially, when the "Clean Up and Paint Up" movement is in full swing, the demand for doors, windows, etc., should be greatly stimulated. Do your share, Mr. Hardwareman, in getting the public interested, and your sales will increase accordingly.

Easier and Quicker Sales

Everything in Nature follows the line of least resistance. The brook, with its many curves and turns, winds its way according to this law of Nature.

Martin-Senour 100% Pure Paint is the line of least resistance in paint selling—and after the first sale, the satisfaction received makes future sales a matter of order-taking.

Purity is the standard when buying White Lead, Zinc Oxide, Linseed Oil, or Turpentine, and purity is the standard of the great majority of people when buying paint.

It is easier—quicker—more profitable to sell 100% Pure Paint to pre-convinced buyers than to argue half an hour about the efficiency of a paint that is not 100% Pure.

Investigate **A repeat order in every can** **Investigate**

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

The Seal of Approval

For over half a century dealers who handle the best have been selling Berry Brothers' architectural finishes. With various ends in view—lasting service, greatest beauty, the customer's approval, or the certainty of satisfaction—they choose Berry Brothers' varnishes.

Our records show that Berry Brothers' Varnishes have been used in many of the finest buildings of the country. City "skyscrapers," government and municipal buildings, the most pretentious clubs and residences as well as small buildings and modest homes of all sorts—have been beautified and made more attractive and lasting by the use of Berry Brothers' finishes. Among the best known are these varnishes:

Liquid Granite—a floor varnish whose name suggests its wonderful durability.
Luxeberry White Enamel—For white interior finishing. A white enamel that stays white.
Luxeberry Spar—(It's Waterproof)—for marine uses and for all kinds of outdoor finishing exposed to the weather. Will not turn white, crack nor check.

To specify Berry Brothers' Varnishes is to insure absolute satisfaction to your customers.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

MONTREAL, Apr. 15.—Business keeps up steadily in this department and the local men claim that there has not been any let-up with them for some time past. The idea of the "clean up, paint up" movement has created quite a lot of interest throughout the country and all the manufacturers as well as the daily papers and civic officials here are co-operating in order that there will be no hitch in the proceedings. It means a cleaner and better city all through and every dealer throughout the country should do his utmost to increase the already rapidly growing feeling of interest which has been awakened. There are quite a number of orders being held for shipment on the opening of navigation and there will naturally be quite a movement in paint circles in a couple of weeks' time. The weather is becoming more and more like spring and although up to the present it has not helped the demand at all. in fact it has hindered it, there should be a steady business carried on from now on.

Collections are far from being satisfactory.

White Lead.

There is still the same consistent demand in evidence with the same prices ruling, as follows: Ton lots are quoted at $8.05, while less than one ton lots are quoted at $8.25, with open prices for quantity lots.

Linseed Oil.

The demand is steady and the market seems to be firm at the present figures. Practically all the local men are quoting the following figures. Last week. it will be remembered, they were split in their quotations. The business passing at present is considered to be seasonable.

Raw Linseed—

1 to 4 barrels	62c per gal.
5 to 9 barrels	61c per gal.
10 to 25 barrels	60c per gal.

Boiled Oil—

1 to 4 barrels	65c per gal.
5 to 9 barrels	64c per gal.
10 to 25 barrels	63c per gal.

With open prices for carload lots.

Prepared Paints.

There is quite a lot of paint going forward at the present time but the amount being held for shipment at the opening of navigation breaks all previous records. There is the same firm feeling in this market and business is as good as it ever was.

Glass and Putty.

Glass is starting to move a little, but the real movement has not started yet and will not for another three or four weeks. This market seldom gets very busy until the first of August, when business is at its best.

Putty is governed pretty much by the demand for glass and as this is quiet at the present time there is no change in the condition of this market. The same prices rule.

Turpentine.

One of the local dealers reports to-day that they are all out of "turps" and will not have any for at least ten days. This is indicative as to the firmness of the market. There is still a very good demand and prices rule the same as one week ago.

5 gallons	72½
Half-barrels	70½
1 barrel	67½
2-4 barrels	66½
5-10	62½

Gasoline.

Contrary to the general run of the market at this season of the year there is more or less of a weakness in the market. The amount of gasoline being sold and that being held for shipment is not quite up to the average, although heavy. Usually at this time of the year we see bigger prices, but last week we reported a decline instead. It is not thought that there will be much change in these figures until the opening of navigation at least.

Barrels, in wood	23½c gallon
In steel and drums	20c "
Tank wagon (100 gals.)	19½c "

INCREASE IN SELLING PRICES.

The Sherwin-Williams Co., of Canada, Ltd., Montreal, have sent out the following notice dated April 15:—

Owing to increased cost of linseed oil and other important raw materials we find it necessary to make the following increase in our selling prices, taking effect from this date until further notice of change:—

Sherwin-Williams Paint Prepared (SWP)—All colors, with the exception of whites, advanced .10 per gal.

SWP Gloss White & China Gloss White—Advanced .5 per gal.

SWP Prepared Inside Varnish White—Advanced .10 per gal.

SWP Prepared Flat White—Advanced .10 per gal.

S-W Porch Floor Paint—All colors advanced .10 per gal.

TORONTO.

TORONTO, April 18. — Paint is moving freely and spring business is gradually opening up. By the end of the month paint business, as far as the retailers are concerned, should be in full swing. Large numbers of attractive paint window displays are in evidence in all parts of Ontario. The "Clean Up and Paint Up" campaign is creating a great deal of interest and promises to be one of the greatest boosters for the paint business ever attempted in Canada. Manufacturers, retailers and newspapers are taking a lively interest in the movement.

Advances in Paint Quotations.

Firmness has been exhibited in ready mixed paint quotations and a notice re an advance in price from one paint manufacturer appears in the accompanying panel.

White Lead.

White lead quotations remain unchanged and the ruling quotations in Toronto at present are:

Less than ton lots	$8.40 per 100 lbs.
Ton lots	8.20 per 100 lbs.

For larger quantities prices are open.

Linseed Oil.

Reports of price cutting in linseed oil have been quite frequent in Toronto during the past week. It appears as though some firms who bought heavily when oil was very low are now trying to unload some of their stock at lower quotations than those generally quoted. The ruling quotations in Toronto at present are:

Raw Linseed Oil—

Single barrels	65c gallon.
3 to 5 barrels	63c gallon.
6 to 9 barrels	61c gallon.

Boiled Linseed Oil—

Single barrels	68c gallon.
3 to 5 barrels	66c gallon.
6 to 9 barrels	64c gallon.

Oil in less than barrel lots, 7 cents per gallon. Cans are charged at: 5 gal. cans, 50 cents each; 10 gal., 75c. each.

Turpentine.

Turpentine is in fair demand at last week's quotations, which are as follows:

Single barrels	69c Imp. Gal.
2 to 4 barrels	68c Imp. Gal.
5 gallon lots	76c Imp. Gal.



The Painters' Mainstay

is good paint, that he knows is dependable and right. It lessens his labor, eliminates risk, adds to his reputation for good work and makes it easy to please his patrons.

B-H "ENGLISH" PAINT

exactly meets the requirements of the practical painter, and in looks and service completely satisfies the property owner.

The paint that pleases everybody must be the most profitable paint for the dealer to handle in the long run. When you sell a can of B-H "English," the first sale is never the last; it is the foundation upon which you build up a steady and growing trade.

When you take the agency for B-H products, your interests are ours and we aid you most effectively in developing trade. You are furnished many selling helps and assisted directly in following up paint users, while our Publicity Campaign creates a general demand.

Our proposition is a profitable one to every dealer. Write us for details, and learn what we have to offer.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19½c
Pattern, lb. ..... 23 c

AMMUNITION.

"Dominion" 22 short, long, and long rifle black, 50-10-2½; other rim fire cartridges and C.B. caps, 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 per cent.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $9 00 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz.....	9 00	
Samson single bit, handled, doz.	12 50	
Samson double bit, doz...	12 50	
Samson flooring axes No. 2, doz.	9 00	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless. Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3, Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 21½c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts. ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts. 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS. Lb.

Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz. ..	4 00
Without rim, 18x28, doz. ..	4 50
Without rim, 20x30, doz. ..	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash). Per doz.

Glass, doz.	3 50
Enameled, doz., net	3 50
Pony	$1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass) ..	3 50
Western King (Enamel) ..	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

	Per yard.
40 inches, 7 oz.	0 05¼
40 inches, 8 oz.	0 05½
40 inches, 10 oz.	0 06¾

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz....	2 70
2 gal. jacketted, per doz....	3 60
3 gal. jacketted, per doz....	4 20
5 gal. jacketted, per doz....	4 80
10 gal. jacketted, per doz...	8 40

CEMENT AND FIREBRICK.

Portland, per bbl., Delivered	1 63	
Less than carload lots	1 85	
Portland, per bbl., carload lots, f.o.b.	1 55	
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000 .....23 00		28 00
Fire brick, English..17 00		21 00
Fire brick, American, low 23 00		25 00
Fire brick, American, high 27 50		31 00
Fire clay (Scotch), net ton	5 50	
Fire clay (American), net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., per lb... 0 05
25 lb. tins, per doz., per lb.. 0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls)..	0 15
Cement (in 5 and 10 gals.)..	0 10
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.....	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
Malleable adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C..	18 00
Cadillac Electric, Model D..	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto.
Casting ingot $16 00		$15 50
Cut lengths, round bars, ½ to 2 in....		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base..		37 50
Braziers', in sheets. 6 x 4		29 50

CORD (SASH).

No. 6 and No. 7, lb..... 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

CRATES.

Humpty-Dumpty, egg, doz 3 75

(CANADA) PLATES.

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo	D. Crown	Corbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. Famous (equal Bradley). Per box

I C, 14x20 base....	$7 00
I X, 14x20 base....	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base....	7 00	7 00
I X, 14x20 base....	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base.	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base....	4 50
20x28, double box.	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin	9 40

Absolutely Pure Prepared Paint

is the only kind of paint you should hand your customers if you want to build up a profitable paint business.

Are you ready for the general spring cleaning and painting with a good, profitable line of ready-mixed paints?

Just drop us a line for prices and particulars and compare them with the line you are handling.

R. C. JAMIESON & CO., LIMITED

Established 1858

MONTREAL and VANCOUVER

Owning and Operating P. D. Dods & Co., Limited



Make New Friends— Keep The Old!

Doing things "twice over" is the biggest profit-cutter of all. Selling paints that take a lot of time in the selling and a lot of excusing after they're sold is a mighty poor return for your time even though there seemed to be a bigger-than-usual profit in the transaction.

Sell Lowe Bros.' "High Standard" Paints—they're the once-sold-always-sold kind. They last, and their friends last. They're the paints the people want. Fine and even in texture, lustrous, long wearing, true to color, full weight—and linked with an advertising proposition that pulls like a six-cylinder Packard. Fifty years' experience in high-grade paint making in every can.

To-day is the day to write us.

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

Lowe Brothers LIMITED
TORONTO

Lyon-Monkhouse, Limited Winnipeg, Man.

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
IX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES.
7½c per lb.

CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.
Yarmouth Double Filled.

29-inch, 7 oz.	0 17¾
29-inch, 8 oz.	0 19½
29-inch, 10 oz.	0 24½
29-inch, 12 oz.	0 29½

Standard Single Filled.

29-inch, 6 oz.	0 12½
29-inch, 7 oz.	0 14
29-inch, 8 oz.	0 15½
29-inch, 9 oz.	0 17½
29-inch, 10 oz.	0 19½
29-inch, 12 oz.	0 23¼
29-inch, 15 oz.	0 32

E

EAVETROUGHS.

10 inch, in 10 ft. lengths	3 30
12 inch, in 10 ft. lengths	3 88
15 inch, in 10 ft. lengths	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

30 quart, each	12 80
25 quart, each	16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 22c. gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb.	0 16¼	0 17¾
250-lb. casks, lb.	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb.	0 17½	0 19
25-lb. drums, lb.	0 17¾	0 19¼
1-lb. pack., lb.	0 19¾	0 21¼
½-lb. pack., lb.	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.	....	0 24¾

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb.	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9 00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 5 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 18

500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	4 75
Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered	5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 90
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES.
Fork, 45 per cent.

HOES.
Grub, 3½-lb., $4.00 doz.

HOOKS (CONDUCTOR).

Never-slip, 2 in., 1½ lbs., per doz. net	$0 30
Never-slip, 3 in., 3 lbs., per doz. net	0 45
Never-slip, 4 in., 4 lbs., per doz. net	0 60
Never-slip, 5 in., 5½ lbs., per doz. net	0 80
Hinged, 2 in., 2½ lbs., per doz. net	0 50
Hinged, 3 in., 3 lbs., per doz. net	0 65
Hinged, 4 in., 5 lbs., per doz. net	0 90
Hinged, 5 in., 6 lbs., per doz. net	1 10

I

IRON AND STEEL.

Angles	base 2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Shoe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06
¾ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad Irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 86
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each	$2 00
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 90
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft.	3 90 48 ft. 9 12
30	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 60
Prism globes, doz.	1 20

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail), 100 lbs.	5 25	4 85
Imported pig, per 100 lbs.	5 25	....
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 75
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK
BLACK DIAMOND

F. J. COX, Winnipeg Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.
We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON
GEO.W.LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.



RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. S, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz.	9 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 60
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75
Extra Cloths.	
Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90. 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent, 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.10 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75 p.c. Coopers' nails, 33 1-3 per cent. Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll	$3 00
½-in. x 22 ga. x 18-in., roll	4 30
½-in. x 22 ga. x 24-in., roll	5 65
½-in. x 22 ga. x 30-in., roll	6 90
½-in. x 22 ga. x 36-in., roll	8 20
1 in. x 20 ga. x 12-in., roll	1 50
1 in. x 20 ga. x 18-in., roll	2 10
1 in. x 20 ga. x 24-in., roll	2 70
1 in. x 20 ga. x 30-in., roll	3 25
1 in. x 20 ga. x 36-in., roll	3 80
1 in. x 20 ga. x 48-in., roll	5 10
Poultry netting staples, 55 p.c.	

O

OAKUM.

Best (American), per 100 lbs.	7 75
U. S. Navy (American), per 100 lbs.	7 25
Plumbers (spun), per 100-lb. bales	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).

	Per Coil Lots.
Fine, 30 ends to ¾ inch	0 09
Heavy, 8 ends to 1-inch	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston of Sydney	0 85
100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varrish, per bbl.	5 00
Caps, per lb	0 05
Rolls, per lb.	0 05
Mop Cotton, per lb.	0 17

PAPER.

	Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S sheathing	0 42
Tarred fibre No. 1	0 62
Tarred fibre No. 2	0 43
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60

PITCH

Pine, per bbl., f.o.b. Toronto 4 50

PIPE.

Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Size.	Buttwelded. Black.	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

Size.	Lapweld. Black.	Galvanized
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.
Lead waste pipe, 9c; 7½ per cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths	3 45
3 inch, in 10 foot lengths	4 20
4 inch, in 10 foot lengths	5 53
5 inch, in 10 foot lengths	7 60
6 inch, in 10 foot lengths	9 25

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	18 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Selected full count.	Per Case
5 gross, 4-in. (loose)	$0 80
5 gross 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pack'gs of 4 doz. each)	0 80
6 gross, 4-in. (12 pack'gs of each)	1 00
4 gross, 4 in. (24 pack'gs of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 30
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000.	23 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33⅓ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton rope 3-16 in. and larger	0 25
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ⅝-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.

Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.

SCREWS.

	Per cent
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.	
O.H. bright, 80, 10, 7½, 10% 10% off list.	

Wood F.H., brass	75 10	7½	10
Wood R.H., brass.	70 10	7½	10
Wood F.H., bronze	70 10	5	10
Wood R.H., bronze	65 10	5	10
Drive screws	65 10	5	10
Set, case hardened	60 10		
Square cap	50 and 65		
Hexagon cap	45		
Bench, wood, per doz.	$5 00		
Bench, iron, per doz.	4 20		

An Open Letter To Our Merchants

Dear Sirs:—House-cleaning time is here again and your customers will be coming in crowds for Muresco. How is your stock? Look it up now and mail your order at once.

We built a large addition to our plant last year, but owing to the enormous increase in the demand for Muresco, we are building another addition this year. We would therefore urge you to send your order now and not wait for our salesman.

Write for beautiful designs and new color card.

BENJAMIN MOORE & CO., LIMITED, WEST TORONTO

Sole Manufacturers of Muresco, the best wall finish

Do you sell it?

Are you in line for big paint profits in 1914? Have you made sure of a prosperous paint year by stocking



"SILKSTONE"

(COPYRIGHT)

the smooth as silk—hard as stone, flat wall color.

It means profit and good-will to you, to be a Silkstone Dealer.

Ask us about it now.

G. F. STEPHENS & CO., Limited

WINNIPEG, CANADA **Branch at Calgary, Alta.**

The Only "HENDRYX" Mission Cages

A WORD FOR QUALITY

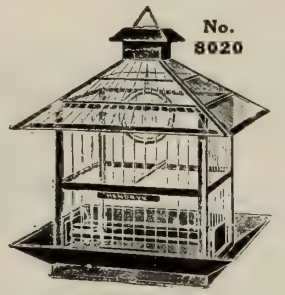
Made of solid brass throughout and done in dull finish, polished brass or antique copper, with sliding draw base and porcelain cups.

No. 8000



Patented Sept. 29th, 1908

No. 8020



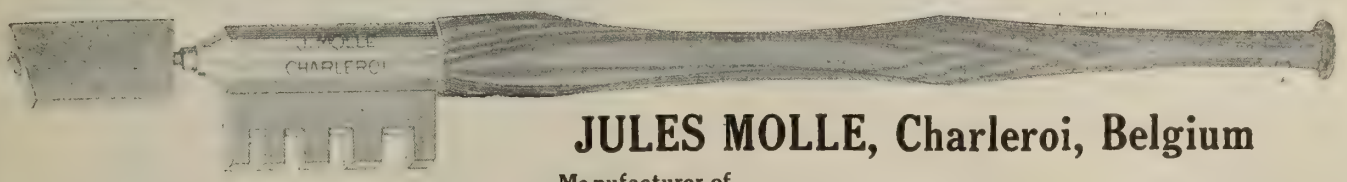
The new style mission cage has an open wire roof, and the brass bands narrower.

The cups are set in opposite corners and protected by a sliding guard.

The cage can be furnished with a guard either of brass wire or of glass.

THE ANDREW B. HENDRYX CO. - New Haven, Conn.

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

Manufacturer of

Glaziers' Patent Diamond (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

Also Sole Canadian Agents for National Belgian Glass Co.

Saint-Roch-Auvelais, Belgium

SKATES AND HOCKEY STICKS.

Roller, No. 12, 85c pair.
Roller, No. 2280, 42c pair.
Ball Bearing, $1.60 pair.
Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Wire solder, lb.	0 27½	
Electrotypers solder, lb	0 30	
Tinkers' brass	0 28	
Bar, half-and-half, guaranteed	0 24½	0 25
Wiping	0 22	0 24

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.

Foreign, per 100 lbs.	6 00	6 25

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000	6 00
Eureka tinned steel, hooks, per 1,000	8 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12

Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft., each	5 00
Reliable Jr., No. 103, 50 ft., each	2 70

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TIN.

Tin, 41 to 43c lb.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse).	Doz.
Gee Whiz Mouse, doz.	0 15
Gee Whiz Rat, doz.	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps.	1 20
Easy Set Mouse Traps.	0 45
Easy Set Rat Traps.	0 95
Blizzard Mouse Traps.	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each.	$1 50	14 ft., each.	$4 20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TWINE (Binder).

650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ¼c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply.	0 24¼	
Wrapping cotton, 4-ply.	0 26¾	
Mattress, No. 64	0 45	
Mattress, No. 73	0 55	
Mattress, No. 84	0 60	
Upholsterers' twine, No. 64	0 30	

TUBES.

Boiler Tubes.		
100 ft. 1½ in.	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.	
No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80
Common Galvanized.	
No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

TIES (METAL).

Galv. wall ties, per 1,000 $5 00
Painted wall ties, per 1,000. 5 00

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.

White ware, 75 per cent
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS.

Can, wrought iron, 45 per cent

WASTE.

(See Paint Markets)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25. bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON

Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb	2 42½	
Galvanized, plain twist	2 95	

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75

MOP WRINGERS.

White, No. 2, each	$1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

WHEELBARROWS.

Navvy, steel wheel, doz.	21 20
Garden, steel wheel, doz.	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20	3 95	3 75	3 95
22-24	4 15	3 95	4 15
26	4 40	4 20	4 40
28	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 Eng. lish)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

Jackson's Real English Camphorated Wax Polish

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS—and all kinds of LEATHER it gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double-Lidded, Air-tight Tins.

5 SIZES.

Decorated enamel finish, Yellow, Blue and Black.



NO PAPER LABELS USED.

NO SOILED LABELS.

Will keep fresh and good for any length of time.

MANUFACTURED BY

T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E.

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, etc. ESTABLISHED 1852.

Messrs. B. R. HARRISON & CO., 505 Welton Building, VANCOUVER; Messrs. HARRISON, WHITE & BARKER, 439 Lougheed Building, CALGARY, will furnish PRICE LISTS, SAMPLES, etc., or direct correspondence to JACKSON & SONS' WORKS will receive prompt attention.

Fern Pots and Jardinieres

Strictly Up-to-date in Design, Finish and Construction

Put these lines in stock now and you will effect a quick turnover and procure a very good profit.



Brushed Brass or Rich Gilt.

AM 5503 without handle Opening and height 10 inches
AM 5504 without handle Opening and height 8 inches
AM 5505 without handle Opening and height 7 inches



AM 5528. Brushed Brass or Rich Gilt. Opening 6 inches. Iron Lining.

Our line of manufactures consist of **Fern Pots, Jardinieres, Kettles, Fire Sets, Cuspidors, Umbrella Stands, Candlesticks, Trays, Soap Dishes, Smoking Sets, Hotel Supplies, Stair Plates, Compression Taps, Copper Measures, Lighting Fixtures, Bathroom Fixtures, Crumb Sets, Mantel Sets and Coal Hods.**

Our catalog will give you a comprehensive idea of the splendour of our goods. Don't fail to write for it—**better do it now.**

Chadwick Brass Co., Limited

Hamilton, Canada

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1....$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 06
Vermilion, 100 lb. kegs....	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 04
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16
Combs, graining set	0 75

COMBS.

Graining, in sets, set 0 65

DRIERS.

Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros.' Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 1?
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

5 per cent. for city delivery, 20 per cent. on out-of-town shipments, f.o.b. cars.

MONTREAL QUOTATIONS.

Size United Ins.	Star. Country	City
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

GLASS, PLATE.

Country discount, 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec. City discount 33 1-3, 7½ p.c. Freight equalized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal	Toronto
	Per 100 lbs.	
Elephant, Genuine ...	8 75	8 90
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..	....	8 50
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine" ...	....	9 50

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 65
3 to 5 bbls.	0 59	0 63
6 to 9 bbls.	0 58	0 61

LINSEED, BOILED.

Single bbls.	0 63	0 68
3 to 5 bbls.	0 62	0 66
6 to 9 bbls.	0 61	0 64

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 85
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Low Bros'. High Standard	1 90

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel 2 50

PARIS WHITE.

In bbs. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard	Montreal	Toronto
Bulk, in casks.....	2 30	2 40	
Bulk, 100-lb. drums..	2 50	2 60	
Bulk, 25-lb. drums ..	2 60	2 70	
Bladders, in bbls. ...	2 80	2 90	

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans $2.10.

Mar-Not	2 70
Cumoff	2 10

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal.	Toronto
5 gal.	0 72½	0 76
Pure, single bbls.....	0 67½	0 69
2 to 4 bbls.	0 66½	0 68

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size Japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Bakeing black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan, ...	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 80
B.H., Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 75
No. 1 orange shellac varnish, bbls.	1 60

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge	0 45
½ gal. package, per pkge	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾



The Big Brighten Up Campaign is On

The S-W Agent in each town is the man who hands out the Brighten Up Club Buttons and the optimistic creed of the Brighten Up Club.

His store is bound to be the popular store of the town. Enterprise wins public recognition, and the S-W Agent who promotes the "Clean Up and Brighten Up Week" will gain much goodwill. So get busy, S-W Agents, don't let the other fellow get in ahead of you. You have got the best opportunity—You have got the best and most complete stock of Paint in town, the S-W Line. The Sherwin-Williams Co. are behind you ready to give an extra push when you're headed in the right direction.

Here is the first thing to do. If your storefront needs paint, paint it. Use SWP. Brighten Up your entire store, yard, and stock. Clean Up and Brighten Up your property, and then you are ready to tell the other fellow he ought to do it too. Read the articles Hardware and Metal are publishing regarding the Brighten Up Campaign. Read over the last SWP again. Go into this Brighten Up Campaign with enthusiasm and you will take more pride in your town, in yourself and in your store, and make more profits from your business.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c;

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting. 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½ $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4 25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar. No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 30?, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in , $3.10; 1¼, $3.10; 1 in., $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 12 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PAINTS & OILS & GLASS.

DRY COLORS.
Yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....		1 75
Elastic Oak		1 90
Furniture, No. 1.....		1 00
Gold size Japan		2 75
Turps, brown Japan		1 00
Crystal Damar		2 50
Oilcloth		2 25
Granitine floor finish		2 25
Pure white shellac varnish, bbls.		2 00
Pure orange shellac varnish, bbl		1 00
Luminette		2 00
Best wearing body		5 00
Best gearing varnish.....		4 00
Extra light hard oil		1 90

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg. Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28, I.C	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg. $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.75; Winnipeg, $2.03; American special 2-point, Fort William, $1.40; Winnipeg. $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

For a Quarter of a Century

Calcimo has been the Standard by which all other Wall Coatings have been judged.

Write Us!

Our Dealers' Proposition will more than interest you. It means bigger sales, bigger profits, better prestige.

Our Advertising Service

Is yours for the asking. We co-operate with you at every turn to earn a larger margin of profit.

Be A Wise Dealer

And anticipate the benefits to be derived from handling Calcimo. The demand has been created — You have but to supply it.



Push Calcimo Wall Coating

And increase your profits. The painter uses it and so does the householder. It is so easily applied and the possible pleasing effects are unsurpassable. The energetic dealer in your town will make money on this line. Will it be you?

Write for detailed information.

The Winnipeg Paint and Glass Co., Limited

"Everything for a Building"

SASKATOON
SWIFT CURRENT

WINNIPEG

CALGARY
EDMONTON

The Popularity of Your Store

depends mostly on the Stock you carry. Talking of **paint,** there's no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paint and Varnishes have been made right and have proved their ability to **stay** right. Color and quality are fixed.

Ramsay's Complete line **"is"** complete and that's the line of paint for you to carry if you would make yours the most popular paint store in town.

Ramsay's Paint



A. Ramsay & Son Co.
Montreal
Paint Makers Since '42

USE **"MAPLE LEAF"** BRANDS

LINSEED OILS

Our Guarantee of absolute purity goes with every shipment

If your jobber does not handle them write direct to our nearest Mill

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MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
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MONTREAL & TORONTO.

The Canada Linseed Oil Mills Limited

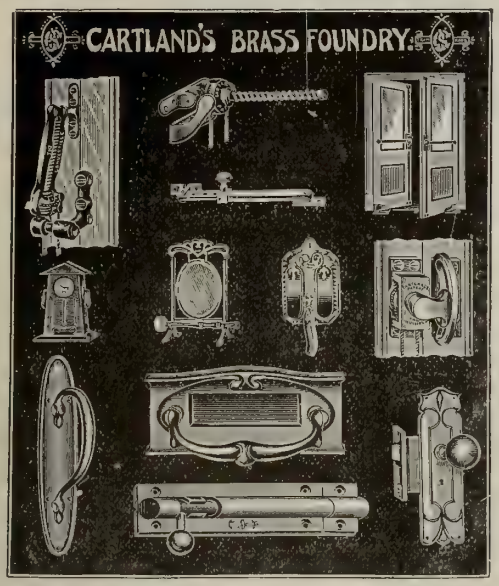
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JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

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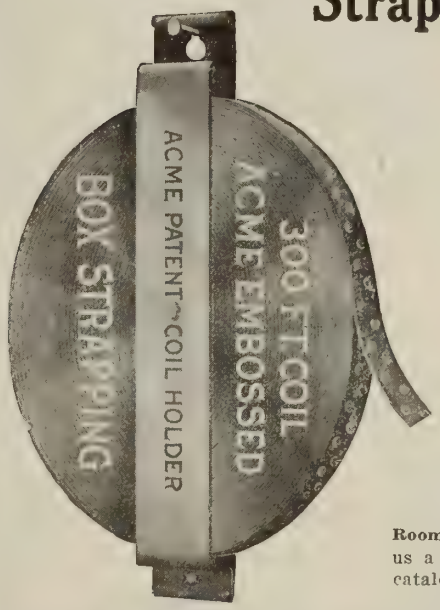
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BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

ACME

Embossed Box Strapping



The Quality means more strapping sales

Lacquered to prevent rusting and the surface is embossed to prevent nails from slipping.

In coils of 300 feet; each coil on a separate coil-holder — 20 coils to a case.

We also make other **Packing Room Supplies.** Send us a card for our new catalog.

ACME STEEL GOODS CO.,

CHICAGO, ILL., U.S.A.

CABLE ADDRESS: "AFCCO—NEW YORK"

Canadian Representatives:

J. E. BEAUCHAMP & CO., 133 Coristine Bldg., MONTREAL

MAYMORE

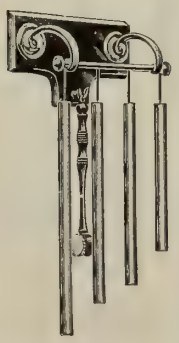


This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the

Wall, Table or Floor



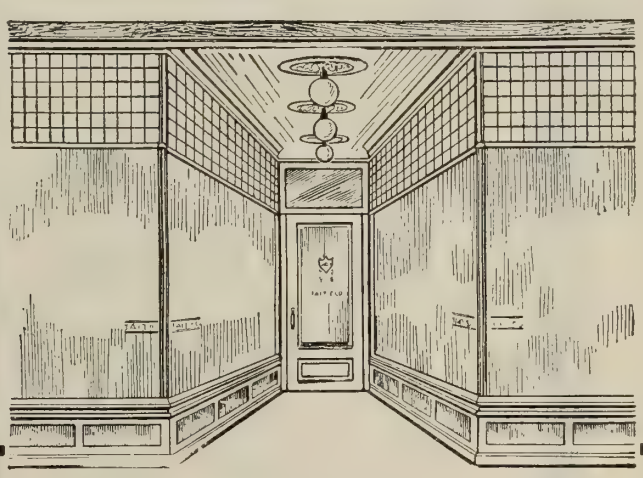
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Thomas W. Kirby

75 Yonge St. Arcade

TORONTO

MAY & PADMORE Ltd BIRMINGHAM ENG.



More Customers Will Enter Your Store

If your window is inviting.
Now we can't give you the display inside the window, but we **can** give you the store front display outside.
In our EASY-SET Store Front System, we believe we have perfected the most inviting and attractive kind of store front being manufactured to-day.
We build these EASY-SET Store Fronts in brass, burnished copper and combinations of brass and copper, with leaded and plate-glass.
The price of the front is low and will return interest upon the investment immediately.
Write for full particulars now. We'll send and give you an estimate without any obligation whatever upon your part.
Address:

CONSOLIDATED PLATE GLASS CO. of Canada, Limited

Phone Coll. 8000.
Private Branch Exchange connecting all departments.

241 Spadina Ave.
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The Chuck

Cannot Work Loose In Our

Master Ratchet Brace

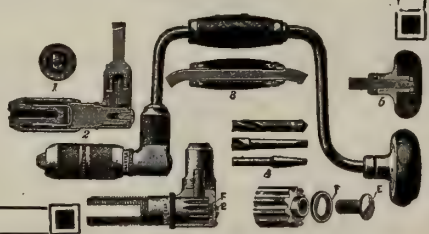
because firmly secured by a flat head screw and patent cup washer — a feature that will commend itself to practical men. These excellent features are also found in all our braces of the better grades.

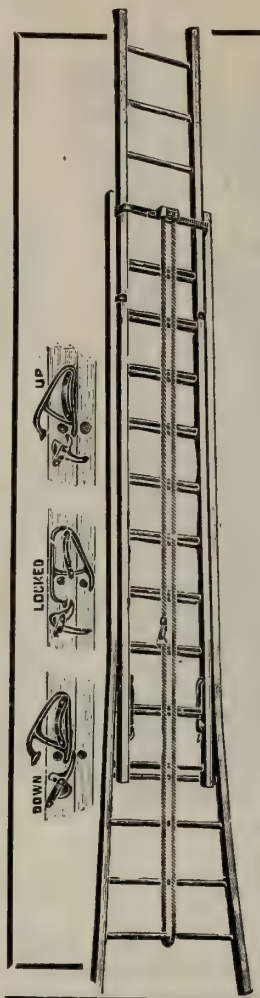
Do not be content with a brace that is always out of order, when you can get this one and get rid of your troubles once for all.

Write for details and complete Catalog

MILLERS FALLS COMPANY

28 Warren Strect New York





Let This Extension Ladder Make an Extension in Your Business.

It's quite capable of doing so, because it is such sterling value. It is made of yellow pine, with rounds of rock elm inserted so as to prevent all springing or strain; and it presents a handsome appearance when in your store.

Get prices and particulars now.

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Stratford Mfg. Co.

Limited

Stratford - - Ontario

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford. Manitoba and Saskatchewan—H. F. Moulden & Son, Winnipeg, Man.



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

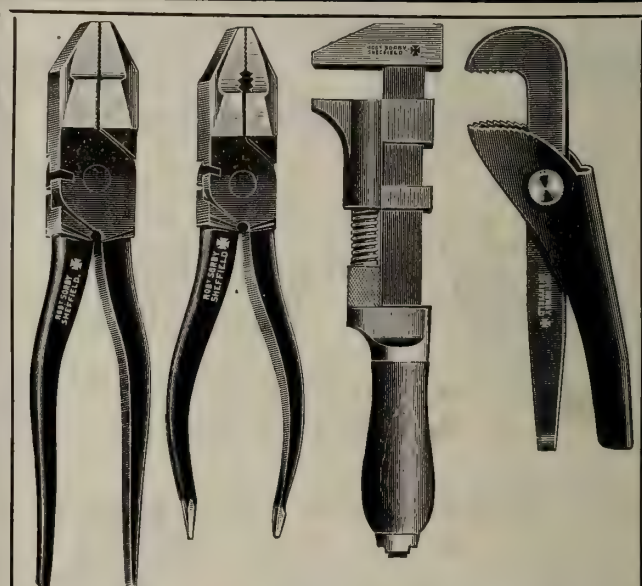
We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK RBOTHERS

Millbury, Mass., U.S.A.

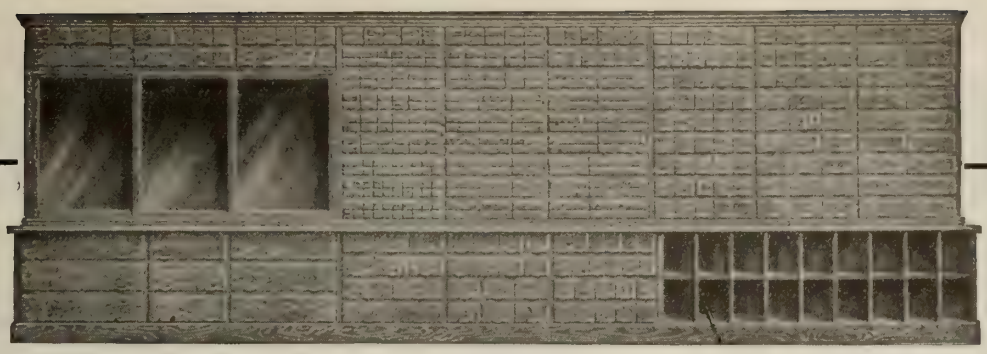


We make a very extensive line of pliers, spanners and wrenches for every kind of mechanic. The jaws are specially hardened and we guarantee every pair. They are finished in our well-known Canadian finish.

Robt. Sorby & Sons, Ltd.

SHEFFIELD

Geo. H. Saywell Co. Winnipeg and Montreal



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



Iron Horse Brand

Stock Pails and Rubbish Cans

Heavy pails and buckets for all purposes. Weight per dozen, 36 lbs. to 138 lbs.

Rubbish and trash cans for city streets, parks and cemeteries. They help to keep your city clean.

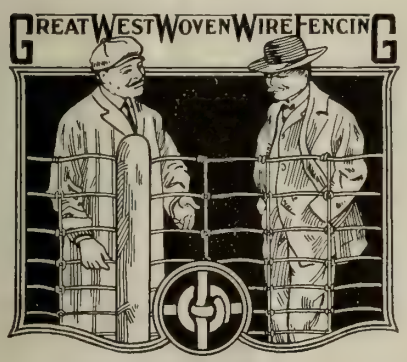
Buckets, Tubs, Boilers and other heavy galvanized metal ware

Sold Exclusively through Jobbers

ROCHESTER CAN COMPANY

ROCHESTER, N. Y.





DEALER

This Lock, Mr. Farmer, is the one used in our "Great West" Fencing

You might possibly get some cheaper fence than ours, but you will look in vain for any better.

Our Fences are made in the West, designed especially for the Western trade, and we guarantee every Rod as to strength and durability.

It is the "Standard Fence" of our "Great West."

Write for our illustrated catalogue and price list.

THE GREAT WEST WIRE FENCE CO., LIMITED

WINNIPEG, MAN.

Calgary Office
Care REYNOLDS & JACKSON,
Box 2063

Edmonton Office
Care RACE, HUNT & GIDDY,
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"NORCROSS" Cultivator—Hoes And Weeders



Practical Garden Implements That Outclass The Common Hoe From Every Standpoint, Will Outsell It And Cost No More.

The lightness, efficiency and ease of manipulation are certain to encourage more people to do gardening and bring you more customers.

Be sure to include these tools in your 1914 Spring and Summer Stock. The turnover and profit will be most desirable.

C. S. NORCROSS & SONS, BUSHNELL, ILLINOIS, U.S.A.

Patentees and Sole Manufacturers

LIST OF JOBBERS IN CANADA HANDLING "NORCROSS" GARDEN IMPLEMENTS:
McLennan, McFeely & Co., Ltd., Vancouver, B.C.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Manitoba; Merrick-Anderson Co., Winnipeg, Manitoba; The S. Hayward Co., Ltd., St. John, N.B.; W. H. Thorne & Co., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.; Jas. Simmons, Ltd., Halifax, N.S.; Edwin Chown & Sons, Kingston, Ont.; Eureka Planter Co., Woodstock, Ont.; Lewis Brothers, Ltd., Montreal.

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SHOT, BLOCKS, INGOTS

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ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

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OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

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JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

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Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL

Be Prepared

for the publicity of The **Mallory Automatic Door Spring** which will come to the attention of your customers. It will be sure to bring good results.

If not for sale by your jobber, write us direct, and have your stock replenished now.

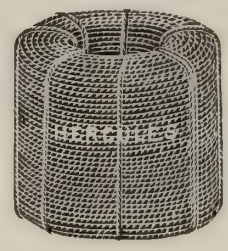
G. W. MALLORY

Blenheim, Ont.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

SASH CORD

The Best Made



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

LONDON

HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

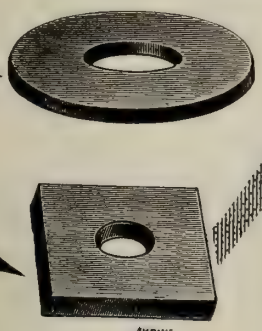
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto, Manitoba, Bissett & Loucks, Ltd., Winnipeg, British Coiumbia, McPherson & Teetzel, Vancouver

BAR IRON

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

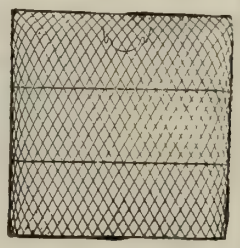
Wrought Washer Mfg. Company
Milwaukee, Wis.

We are headquarters for

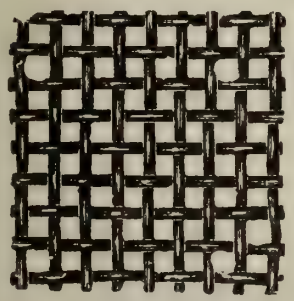
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards. Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.





Send for illustrated price list



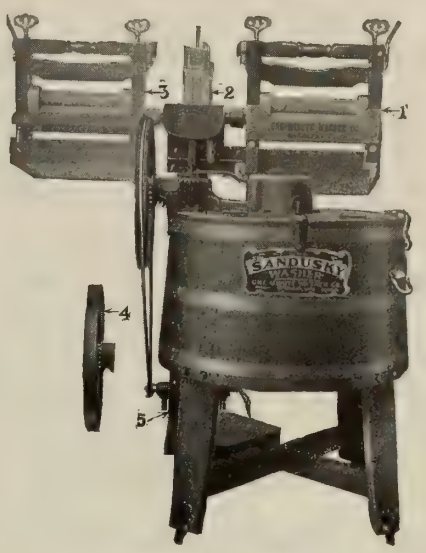
Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

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Canada Wire & Iron Goods Co.
HAMILTON



Sandusky Power or Electric Washer

Here is a thoroughly practical Washer, one that will do a family washing right at home, under sanitary conditions and save from $1.00 to $3.00 each week, enough to pay for it in a short time.

Every Dealer who has stocked it has found it exactly as represented—first-class in every respect and a splendid seller.

Every woman is captivated by the way it starts automatically and by the perfect condition of the clothes and their snow-white cleanness after washing. You will find it

A Trade-Bringer

worth handling, because every woman who gets one recommends it and sends more customers to you.

One big selling point which takes with prospective buyers is the novel wringer device. It permits wringer to be started, stopped, reversed or swung to any position. And while the washing is going on, the wringer will wring from the rinse water to the bluing and from the bluing right into the basket. The construction of the entire Washer is the best possible.

Space won't permit full details, but if you'll write we send them and tell you about our Guarantee Certificate plan which helps you make quick sales. Our proposition is worth sending for. Don't neglect it.

The One Minute Washer Co.
SANDUSKY, OHIO, U.S.A.

Western Canada Distributing Agents:
Miller-Morse Hardware Co., Ltd., Winnipeg, Man.

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

There's a place for Everything

So goes the old proverb and it certainly was never so true as when applied to wire cloth. Awkward to cut, awkward to unroll, wire cloth can never be efficiently handled except on a **Bowser Wire Cloth Display Rack.**

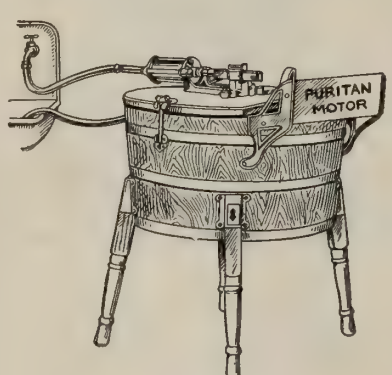


The "Bowser" gives you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

Inaugurate a new period of store efficiency by writing for prices now.

R. M. Bowser & Son
Dept. A. **RENFREW, PA.**

Sell Your Customers The MAXWELL "Puritan" Motor Washer!



A PERFECT and complete self-washer which runs by water power from the ordinary pressure obtained from the faucet. Requires no attention and does the work in a fraction of time required by any other method. Simple and easy to operate. No delicate parts to break or get out of order.

MAXWELL'S "PURITAN"

Motor is of the reciprocating type—the most reliable and satisfactory of all styles of water motors. Valves built to resist action of grit or sand. Write to-day for Catalogue.

MAXWELLS LTD. - St. Mary's, Ont.

Dealers—Handle this Fence

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

Send for Dealers' Proposition

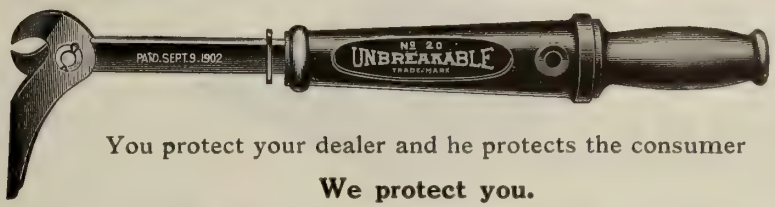
Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.
Winnipeg, Man. Hamilton, Ont.



Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



Write for circulars and prices.

You protect your dealer and he protects the consumer

We protect you.

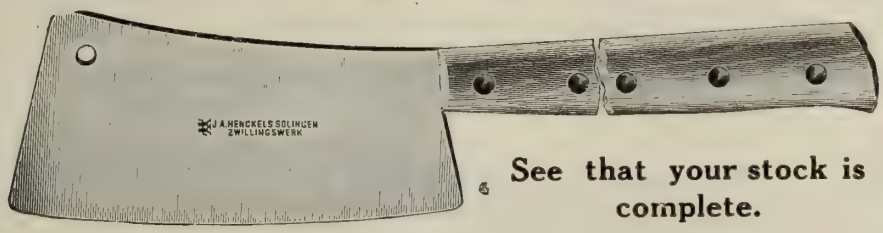
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada

THERE IS NO BETTER CUTLERY MADE THAN

HENCKELS TWINWORKS BRAND

Razors, Scissors, Pocket Knives, Manicure Sets, Quality Cutlery of all kinds.



See that your stock is complete.

SOLE AGENTS FOR CANADA

F. W. LAMPLOUGH & CO.—Unity Building, Montreal



Model 14

BEST VALUE IN EXPORT CYCLES MADE

BRITISH STANDARD CYCLES

Cheapest and Best Value on Earth

£ 2-0-0 Net with Tyres Guaranteed 6 Months
11-1-6 Net Less Tyres F.o.r.

This marvellous line is the outcome of 18 years' cycle-building experience.

SPECIFICATION.—Frames from 22 to 26 ins., sloping or parallel tops; cranked and bridged stays; 5-pin steel chain wheel; British ball free wheel; two roller brakes; plated rims; 4-wire saddle; steel guards, front extended; one coat rust-preventative enamel; four coats brilliant black enamel, lined two colours; solid centre pedals; steering lock fitted; own transfer fixed, or ours.

Extras to Model No. 14 @ £2 with Tyres. Only Sold Fitted to Cycles and Not Separately.

2-speed Hub	12/-	£2 Months' Guaranteed Tyres...	5/-
2-speed Coaster Hub	21/-	Dunlop or Palmer Tyres.....	16/-
Eadie Coaster Hub	6/-	Ladies' Cycles	3/6

Packing and Cases, 12/- per case of 6 cycles. C.I.F. Quotations on Application.

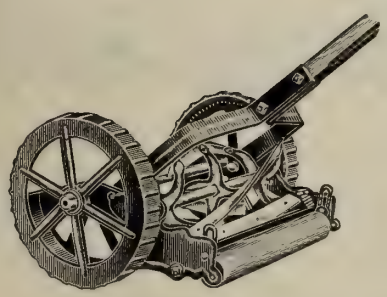
TERMS—One-third cash with Indent, balance payable in exchange for Document at Port of Discharge or through British Merchants.

Write for our up-to-date List of all Accessories for the Trade. Our PRICES and QUALITY will astonish you.

A. SPENCER, 6, Fisher Street, Gosta Green BIRMINGHAM, Eng.

Teles. and Cables: "Spencerian, Birmingham." A B.C., 5th Edition. **(Late Coleshill Street),** **ESTABLISHED 19 YEARS.**

DIXON LAWN MOWER



Height of Wheels .....10 in.
Diameter of Real Knife..... 6½ in.
Frame is Doubled Tie Rod.
The bed knife is backed up with compression springs at each back end of the bar, which keeps the bed knife up against the real knife at all times.
The lower bed knife is Crucible lip steel, the real knife is Crucible steel.

CLIPPER LAWN MOWER CO.
Box No. 8, Dixon, Ill.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

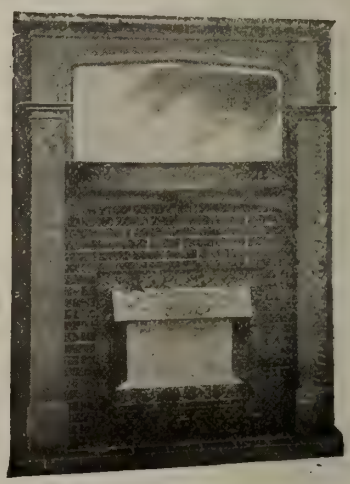
Owned and operated by Nicholson File Co.

FOR THE FIREPLACE

We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"



THE BARTON-NETTING CO., LIMITED
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STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.
Write for prices ***Prompt shipment.***
ELECTRIC WELDED TRACES A SPECIALTY
Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

WILLIAM ATKINS & CO., LIMITED

Reliance Steel and File Works
SHEFFIELD, ENGLAND

Makers of the well-known

"WACO" High-Speed Steels
"TURTLE" Brand Steels For all kinds of tools
Files, Twist Drills, Saws, Hammers, etc.



TRADE MARKS WACO TURTLE BRAND

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Agent

GEO. A. MARSHALL
70 Lombard Street, TORONTO

Old Standard Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACKS

Are Recognized Everywhere AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc.
Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

ASK YOUR DEALER.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A
ESTABLISHED 1849

L M & C

Trade Mark



Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keeness of edge.

SCHRAMBERGER UHRFEDERNFABRIK,
G.m.b.H.

Manufacturers of Safety Blades

SCHRAMBERG WURTEMBERG GERMANY

COTTON & WOOL WASTE

Made in Canada by

The Dominion Waste Mfg. Co., Limited
Toronto

BRANDS:

Cotton Polishing: Cream, White.

White Cotton Wiping: XXX. Extra, X. Grand, XLCR., X. Empire, X. Press.

Colored Cotton Wiping: Fancy, Lion, Standard, Popular, Keen.

Wool Packing: Arrow, Axle, Anvil, Anchor.

Washed Cotton Wipers: Select White, Light Colored, Dark Colored.

Packed in Compressed Bales, 500, 200, 100, 50, 10, 5 lbs.

No liquid dope or clay used in any of our brands, nothing but threads.

SOLE SELLING AGENTS

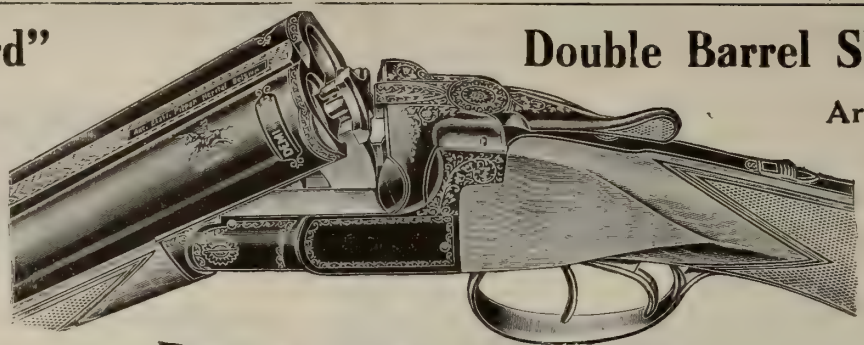
Scythes & Company, Limited
Manufacturers and Jobbers
TORONTO **MONTREAL**

Also headquarters for Cordage, Twines, Cotton Duck, Oiled Clothing, Etc.

WASHED COTTON WIPERS

The "Bayard" Double Barrel Shot Guns

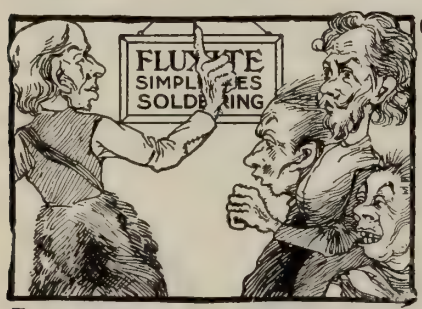
Are the Best Made



TESTED FOR USE WITH SMOKELESS POWDER.

Highest quality "Bayard" compressed forged steel barrels with solid lumps Demi-Bloc System left choke, spring top rod fore-end, drop-forged action, **side clips**, patent **"Bayard"** top bolt, Automatic safety, fine quality half pistol walnut stock, horn heel-plate, spring top rod fore-end grip and fore-end neatly checkered, fine case-hardened and blued mountings, neat engraving, 12 and 16 gauge.

For Sale by All Leading Wholesale Hardware Houses



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

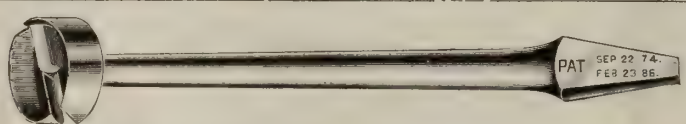
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

PEASE "ECONOMY" FURNACES

Write to-day for Catalogue and Prices.

PEASE FOUNDRY COMPANY
Limited

Works: Brampton. Head Office: Toronto. Branches: Vancouver, Winnipeg, Hamilton, Montreal.

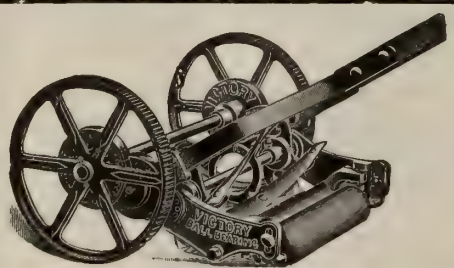


THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

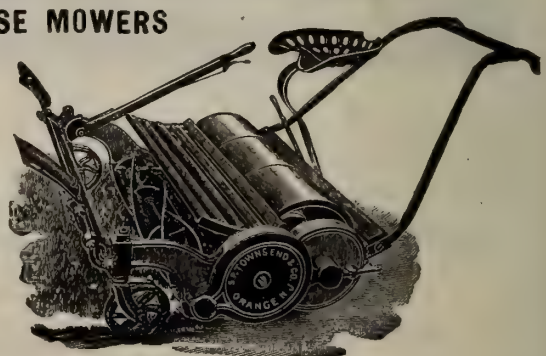


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Every Hardware Dealer Should Sell

SOLES

BEARDMORE & CO. TORONTO & MONTREAL — TRADE MARK — B — REGISTERED

These soles sell at a good profit, working in splendidly with Cobbler's Outfits. Stock them now! Soles will come to your liking and sales will surprise you. Your jobber can supply you, if not, write us direct.

For sale only by

Beardmore & Co.

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"IF"

said a large paint consumer to one of our agents, "all the other shades of

MAPLE LEAF PAINT MAKE AS GOOD

as the M. L. Outside White, then you get my account."

The agent got that account for the very reason that not only could he guarantee, but he could prove that every shade of

MAPLE LEAF PAINT

was made good, to make good. Could be depended upon to hold color, protect and wear against all kinds of weather, and as a supreme test was giving absolute satisfaction to every one of his customers.

There are many good paint accounts awaiting the proof of the fact that your paint will "make good." No easier way of doing so than by selling MAPLE LEAF PAINT

BECAUSE IT'S MADE GOOD

M L — FINISHES THAT ENDURE — QUALITY

If you are looking for a direct route to more money in your paint department get in touch with our Decorative Aid Department by writing NOW.



IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER

---

1. Strongest
2. Easiest Running

(Four sets Ball-Bearings)

3. Most Rigid

WRITE FOR PRICES.



We make Door Hangers, Latches, Wire Stretchers, Stay Rollers, Wagon Jacks, Fire Door Fixtures.

Richards-Wilcox

Canadian Company, Ltd.
London, Ontario.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD..
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO Montreal
Canadian Agents

SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

FINE LAMP BLACKS
The only original Germantown
BEAR BRAND
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

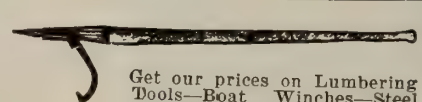
Great Improvements
—IN—
HAMMERS



ONCE USED, ALWAYS USED.



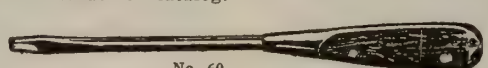
When writing advertisers kindly mention having seen the ad. in this paper.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

Cement Sidewalk Tools
The Best in the Market. Send for catalogue.
T. Slack & Co.,
145 Brock Ave., Toronto, Ontario.
W. J. Wells, Sales Agent,
510 Church St., Toronto.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors
SELF SELLERS.
Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y

The Long Green
Lasting

Has the strength, the body and the consistency that are essential to re-orders

There are paints and paints — but "Bronzite" is the green that is different—it lasts, it wears and holds its color.

We make a specialty of our green — give it nearly all our time and attention — been experimenting, testing, proving and bettering it for ten years and more.

A test of this paint under actual working conditions is all that is needed to prove its exceptional merits.

Write for color cards and particulars.

Used on all work where a green paint is needed.



Colonial Works Inc.
225-237 Norman Ave.,
BROOKLYN, N.Y.

Sanderson-Harold Refrigerators

make ice go further and prolong satisfaction BECAUSE

They are insulated with MINERAL WOOL, **the best known non-conductor of heat or cold.** Mineral wool does not decay or cause odors.

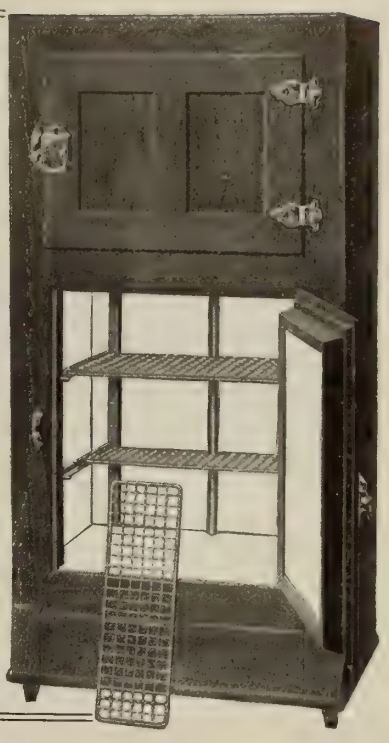
Materials are the best obtainable. Lumber is seasoned in our own yards, where we carry over a year's stock of Ash, Oak and other hardwoods. All are thoroughly kiln dried before cut up.

There is perfect circulation of **pure, dry air** at all times.

Design and finish are exceedingly attractive. **We guarantee** to remit purchase price and take back the refrigerator if not **exactly** as represented by us.

Drop a card for catalog.

Sanderson-Harold Company, Limited
Paris, Canada



PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

MYERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

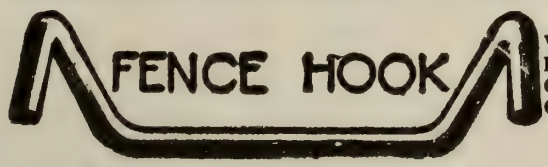
F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK
For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

You can't Af to be without the FORD
No live dealer is without it. The demand is increasing every day.
Write for Catalog and Circulars.
FORD AUGER BIT COMPANY, - Holyoke, Mass.



The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters



Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

SEPARATE SEALED TENDERS addressed to the undersigned will be received at this office until 4.00 P.M., on Monday, April 27, 1914, for the supply of "Brooms and Brushes," "Chain," "Hardware," "Hose," "Oils and Greases," "Packing," "Paint, Paint Oils, etc.," "Manilla Rope," "Wire Rope," and "Steam Pipe, Valves and Fittings," for the departmental dredging plant in Ontario and Quebec.

Each tender must be sent in a separate envelope and endorsed "Tender for Hardware, Ontario and Quebec," "Tender for Chain, Ontario and Quebec," etc., as the case may be.

Tenders will not be considered unless made upon forms furnished by the Department and in accordance with conditions contained therein.

Combined specification and form of tender can be obtained at this Department and at the offices of A. E. Dubuc, Esq., District Engineer, Montreal, Quebec; J. E. Sing, Esq., District Engineer, Toronto, Ont.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, for the amount mentioned in the tender.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works,
—55673. Ottawa, April 6, 1914

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—SOME A1 LINES FOR A MANUfacturer's agency here. Address Hart, Room 2, Roy Bldg., Halifax, Nova Scotia.

WANTED—ORDER CLERK FOR SALES DEpartment. Must be good hardware man and one capable of taking position of travelling salesman later. Give experience, salary required and references. Only good hardware men need apply. Peart Bros. Hardware Co., Ltd., Regina, Sask. (17)

ADVERTISER DESIRES CONNECTION with wholesale house, hardware preferred—10 years' experience with English importing firm, 4 years as manager, and well known to the trade. Would put in some capital if desired. Apply B. B., c|o Hardware and Metal, Montreal.

WANTED—EXPERIENCED PRICE CLERK for large wholesale hardware business. Apply Box 99, Hardware and Metal Office.

SITUATIONS WANTED

YOUNG MAN WITH 14 YEARS' EXPERIence, including 4 years as manager, at present employed, would like position with responsible Western wholesale or retail firm. A1 references. Box 96, Hardware & Metal, Toronto. (17)

HARDWARE CLERK. AGE TWENTY-three; about three years' experience, desires position in retail store; good education; good references. Box 211, Whitby, Ont. (16)

FOR SALE

FOR SALE—OLD ESTABLISHED HARDware business in Vancouver, B.C., $30,000—Stock and Fixtures. Located on best retail street. Will sell outright as a going concern, or retiring manager's interest. A good opening for a live business man. Box 98, Hardware and Metal, Toronto. (16)

HARDWARE BUSINESS. CLEAN STOCK, with Sheet Metal and Plumbing Tools; about $3,000. Owner's death reason for selling. Geo. Henderson Jr., Collingwood, Ontario.

FOR SALE — FIRST-CLASS HARDWARE business in the largest and best town in Southwestern Saskatchewan; $9,000 stock and $35,000 turnover. Must be sold at once. Box 93, Hardware & Metal, Toronto. (16)

FOR SALE—THE FOLLOWING TOOLS, slightly used: 1 Toledo Stock, complete, to No. 2, 2¼ in. to 4 in.; 1 No. 5 Barnes Pipe Cutter; 1 No. 2 Armstrong Pipe Vise; 1 48-in. Stillson Wrench; 1 No. 13 Vulcan Chain Tongs; 1 No. 6 Groover. Prices on application. Address Box 86, Buckingham, Que. (17)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

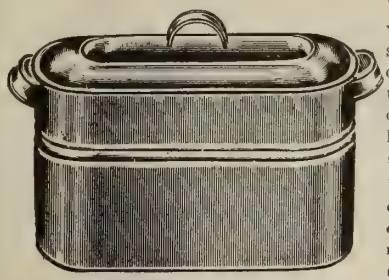
(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WASH BOILERS STRICTLY HAND MADE



We are now making these with Keystone handles, all sizes and all grades in tin, copper and galvanized. We use very attractive labels on these boilers, which helps to sell them in your store.

We also make other lines of tinware, described in our catalogue. We will mail you one upon request.

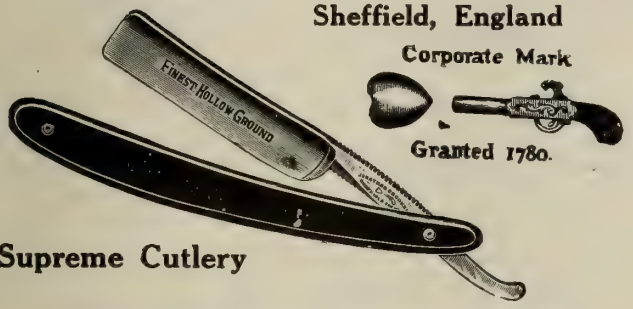
SOREN BROS., Tinware Manufacturers

811-813-815 KING STREET WEST TORONTO, ONTARIO

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



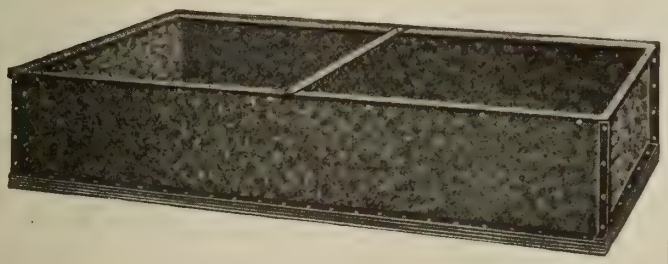
Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

GALVANIZED STEEL TANKS

WAYNE GALVANIZED STEEL TANKS for stock watering are far superior to the old-time wooden tanks.



WAYNE TANKS will stand the roughest usage. Will not dry up and leak in summer or freeze and burst in winter. Always easy to move wherever the supply of water may be.

THERE IS GOOD MONEY in it for you to handle the WAYNE line.

Catalogue and prices furnished on application.

WAYNE OIL TANK & PUMP CO.
LIMITED

WOODSTOCK ONTARIO

Box 661



Mercury could not have made collections better

despite the fact that he is supposed to have had winged feet, and to be able to travel with the greatest of speed.

No, not even Mercury could have got around with a collection book and collected more money than this silent, stationary McCASKEY ACCOUNT REGISTER.

And the reason that the McCaskey is such an efficient collector is because it appeals directly to your customer's sense of fair play —to this instinct to do the right thing. Because it shows him his account, steadily growing before his eyes; because it gently prompts him to pay it off before it gets too large.

These are a few of the reasons why Mercury could not have done any better, probably would not have done as well as the McCaskey does, in the collection business.

If you're having trouble with your collections; if profits are leaking mysteriously away—mark and mail the coupon NOW!

The Dominion Register Co.,
Limited

96 Ontario Street, Toronto, Canada

(Trafford Park, Manchester, Eng.)
The Largest Manufacturers of Carbon-Coated Salesbooks in the World.

THE DOMINION REGISTER CO., LIMITED,
96 Ontario St., Toronto, Can.

Gentlemen:—I'm willing to learn how I can increase my profits.

Name .....

City ..... Prov. .....

Business ..... H.&M.

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels.
The Adamite Wheel & Mfg. Co., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Aluminum.
British Aluminum Co., Toronto.

Aluminum Ware.
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.

Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

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Dominion Cartridge Co., Montreal.
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Eley Bros., Transcona, Man.

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Oneida Community Ltd., Oneida, N.Y.

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Northern Electric Co.

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Canadian H. W. Johns-Manville Co., Toronto.

Babbitt Metal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
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Tallman Brass & Metal Co., Hamilton.

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Bells, Electric.
Northern Electric Co.

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Gurney Foundry Co., Toronto.

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J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks.
Acme Steel Goods Co., Chicago.

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Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chadwick Brass Mfg. Co., Hamilton, Ont.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton.

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Bread Mixers.
Landers, Frary & Clark, New Britain.

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Winnipeg Paint & Glass Co., Winnipeg.

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Lewis Bros., Ltd., Montreal.
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J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
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McClary's, London, Ont.
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Gipe-Hazard Store Service Co., Toronto.

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Pedlar People, Ltd., Oshawa.

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Canada Cement Co., Montreal.
Saskatchewan Glass & Suply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.

Cement Working Tools.
The Adamite Wheel & Mfg. Co., Hamilton.

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.
Standard Chain Co., Pittsburgh, Pa.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

Chafing Dishes.
Landers, Frary & Clark, New Britain.

Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's.

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American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago.

Clocks.
The Western Clock Co., La Salle, Ill.

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Wm. Cane & Sons Co., Newmarket, Ont.
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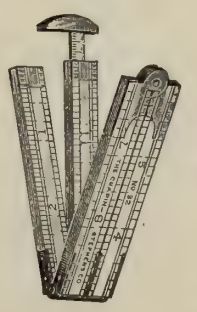
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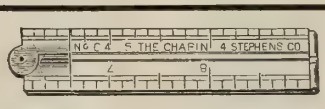
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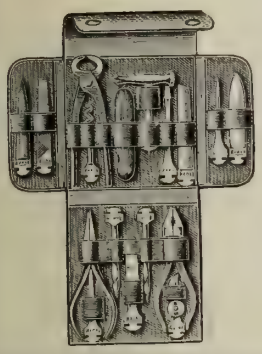
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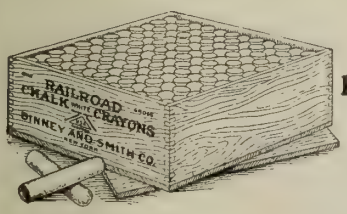
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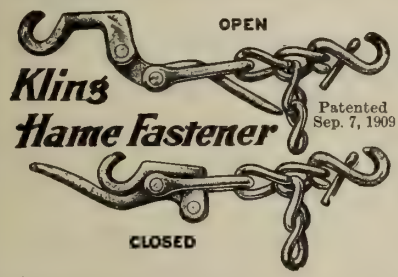
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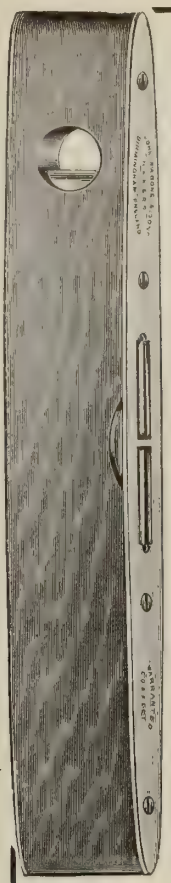
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Dominion Register Co., Toronto.

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Ross Rifle Co., Quebec.

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P. L. Robertson Co., Milton.
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Parmenter & Bulloch Co., Gananoque.

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Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
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Miller, Morse Hdw. Co., Winnipeg.
Alex. McArthur & Co., Montreal.
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Winnipeg Paint & Glass Co., Winnipeg.

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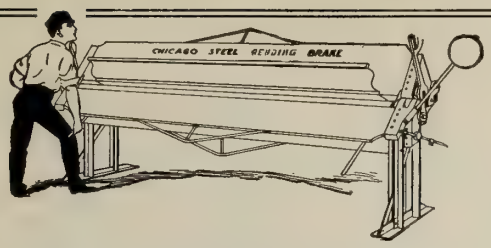
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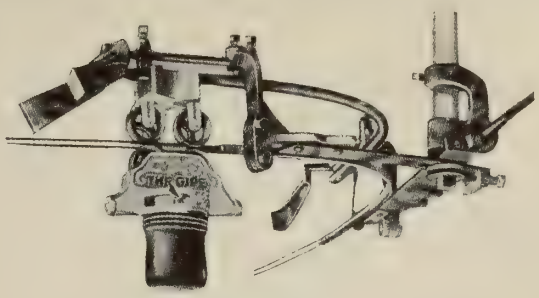


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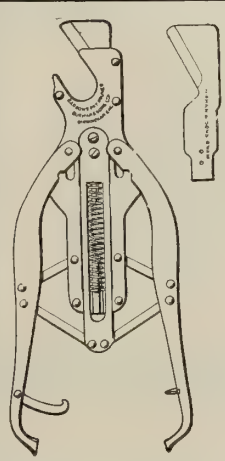
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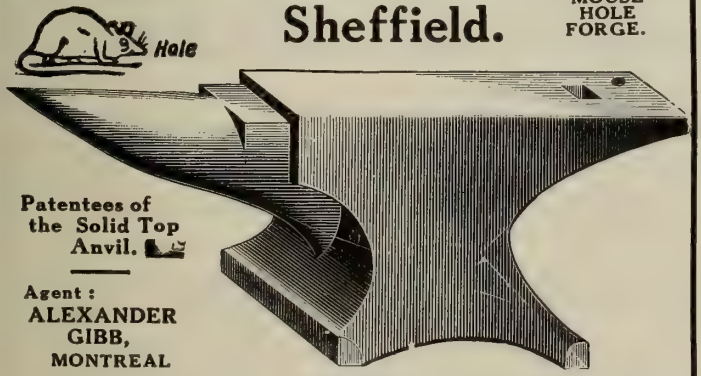
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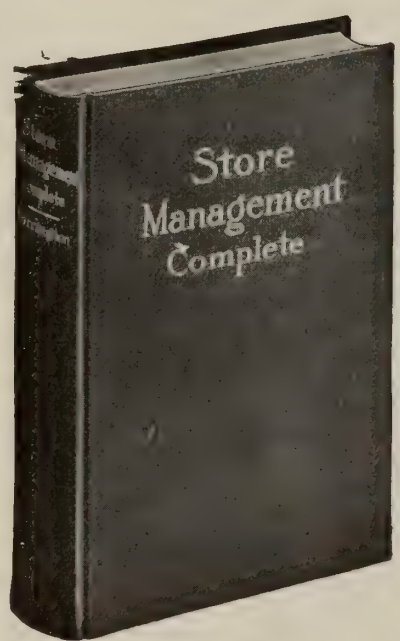
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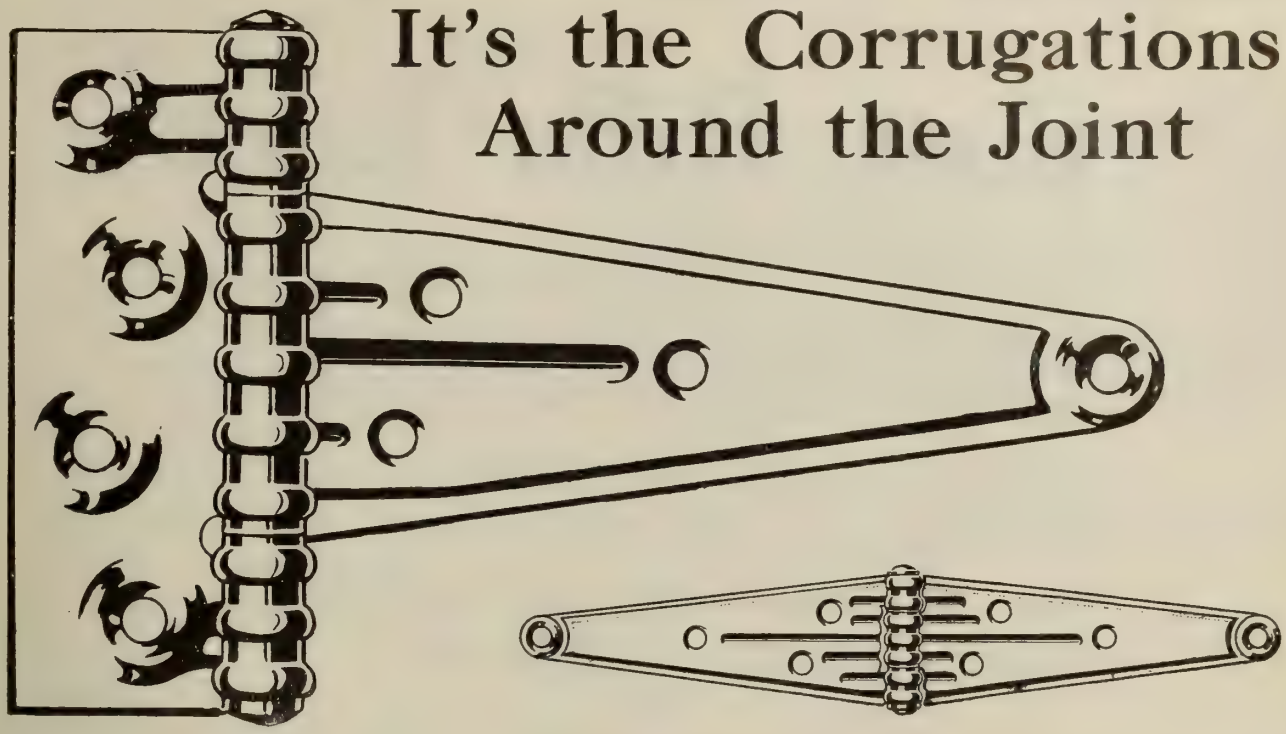
is a guide that will show you how to get the maximum trade and profit out of your busines. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

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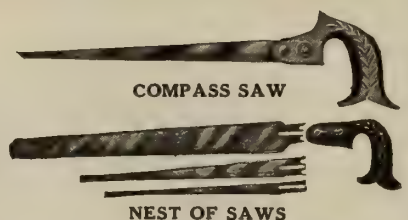
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Ross Rifle Luck

Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

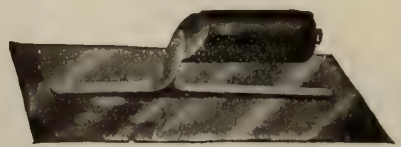
ROSS RIFLE CO. Quebec

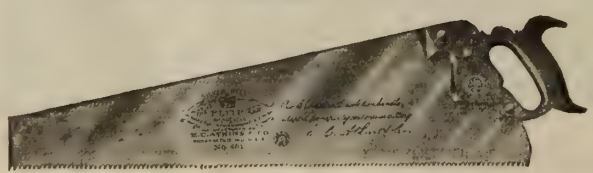
ATKINS' STERLING SAWS


COMPASS SAW

NEST OF SAWS


BACK SAW


TROWEL


HAND SAW

The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

We have an interesting proposition to make to all progressive merchants. Won't you let us hear from you?

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

"Frost King" Babbitt

Unequalled for High-Speed Machinery and Engine Work.

Specially designed for Saw Mills, Planing Mills, Threshing Engines, Traction Engines, Pumps, Rolling Mills and Pulp Machinery and all classes of Stationary Engines.

Our mixed metal sales amount to over $5,000,000 Annually

Hoyt Metal Co., Toronto, Ont.

New York, N.Y.; London, Eng.; St. Louis, Mo.





THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL LUFKIN GOODS

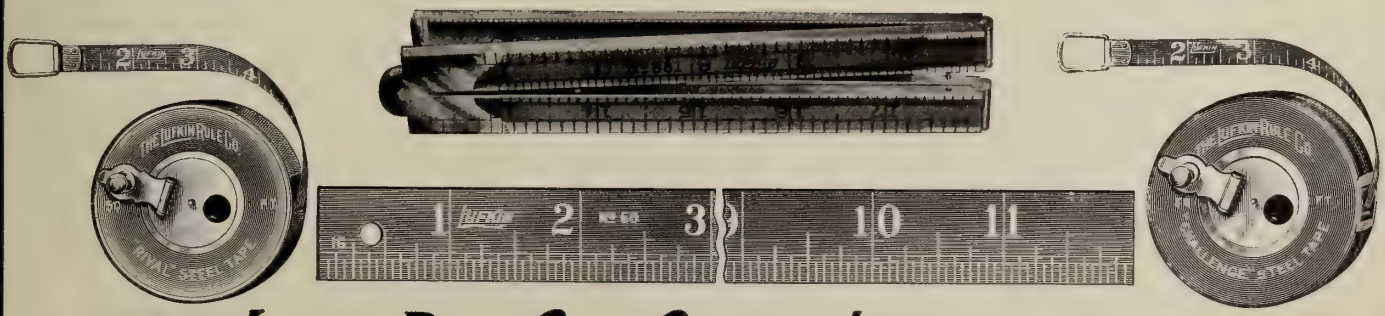
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

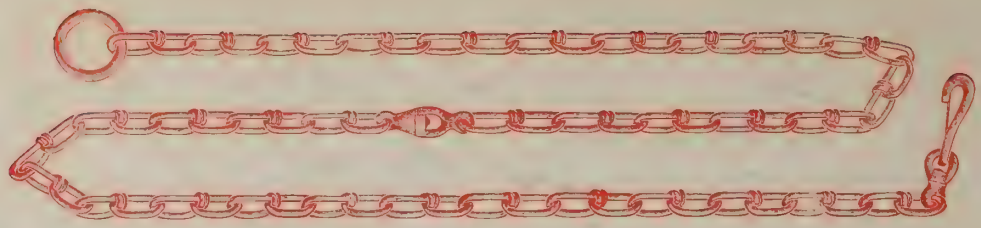
THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. **CUSTOMERS** buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

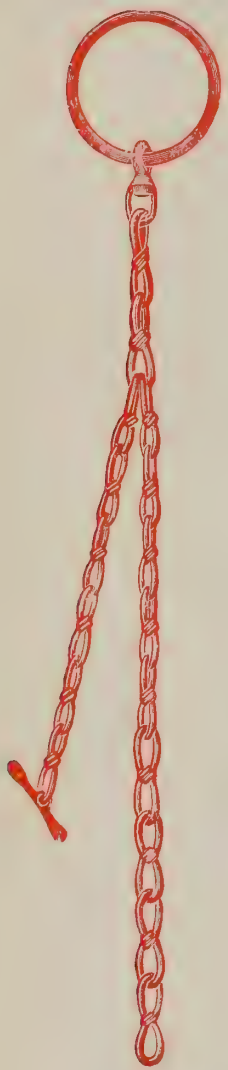
Stock LUFKIN Goods

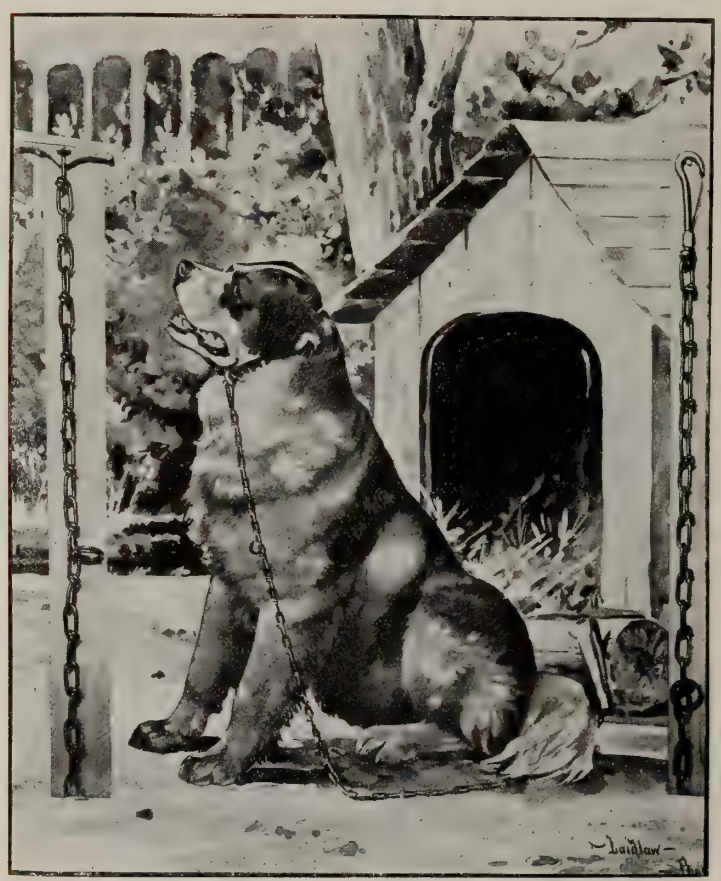


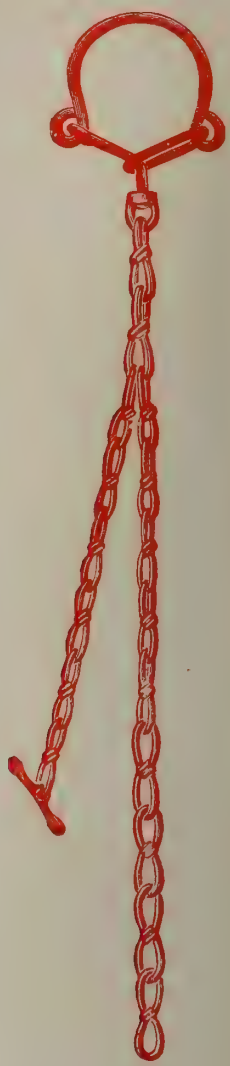
THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



TIE-OUT CHAINS

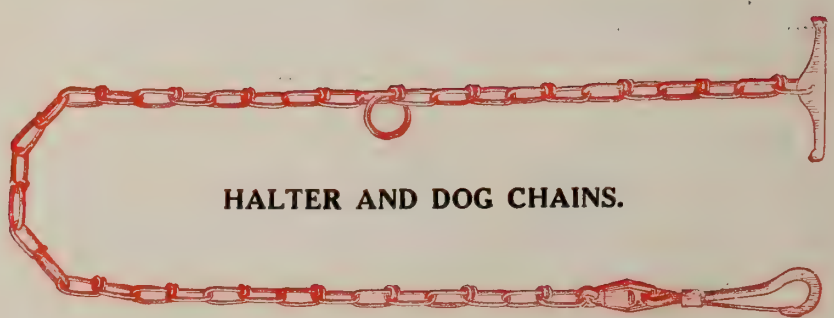






CLOSED RING

OPEN RING



HALTER AND DOG CHAINS.

Insist on getting Greening's Chains from your jobber.

Manufactured by **The B. Greening Wire Co., Ltd.** Hamilton, Ont. Winnipeg, Man. Montreal, Que.

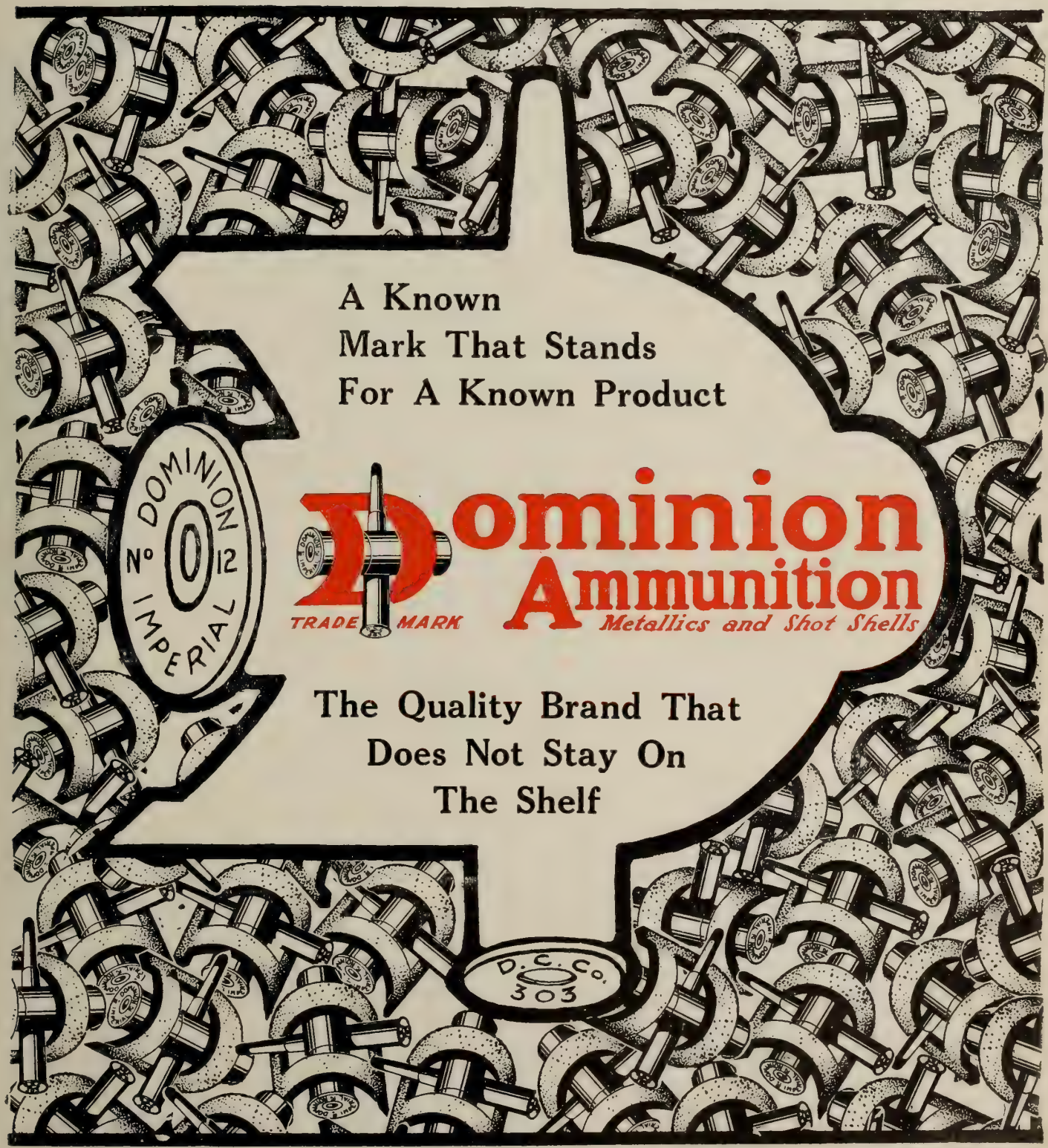
HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 17

April 25 1914





Beautiful Patterns

Our silver plate attracts the eye because of the beauty of its designs. Whether your trade prefer a plain pattern or one more ornate they will find a satisfactory design in

1847 ROGERS BROS.

"Silver Plate that Wears"

When to this beauty of pattern is added the reputation of the ware it is not difficult to account for the fact that handling this brand "saves time and talk."

Known to every magazine and newspaper reader because of the makers' extensive and persistent advertising it needs little persuasion to effect a sale.

Are you familiar with the advertising and display helps we supply free of charge to dealers handling this ware? Write for circular.

MERIDEN BRITANNIA CO., LIMITED

Hamilton, Canada

MERIDEN, CONN. CHICAGO NEW YORK SAN FRANCISCO

REMINGTON



To Young Men About To Open New Stores:

Whether you start on the best business street in a city or on a country cross-roads, with big stock or little, with bank backing or no backing but your good name—

Remember this great success fact in merchandising: **Link Your Store with Standard Products in All Lines.**

If your father and grandfather were in the sporting goods business, they sold Remington-UMC arms and ammunition to customers who demanded the modern, dependable things of their times.

Since 1816—when James Madison was serving as fourth President of the United States—Remington arms have been winning increasing appreciation among sportsmen of this country and of the world. For half a century, Remington-UMC ammunition has shared this favor.

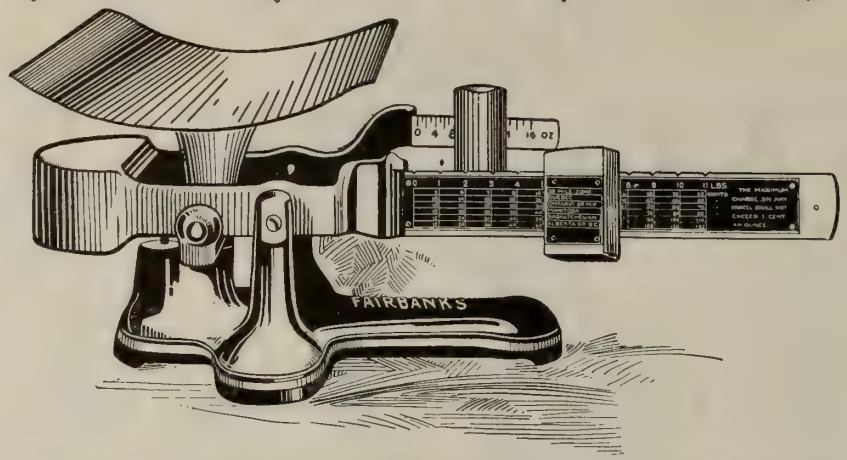
True, arms and ammunition may not bulk greatest in your sales totals, but more men **know** arms and ammunition than know almost any other hardware item.

Your judgment on arms and ammunition—if right—will lead many customers to take your word on all of their purchases at your store.

Tie to Remington-UMC arms and ammunition and you link up at the start with a century of experience and a century of progress.

Ask us to suggest a quick selling stock for YOUR locality

Remington Arms-Union Metallic Cartridge Co.
Windsor **Ontario**



The Parcel Post System is of the greatest benefit to consumer and dealer alike.

Take full advantage of its application to your business. Fairbanks Parcel Post Scales tell at a glance the correct weight and amount required for shipping to any Province. No need for figuring—no chance for errors—no time lost in looking up schedule. This scale will weigh accurately any package from 1 oz. to 11 lbs.

Write now for full information.

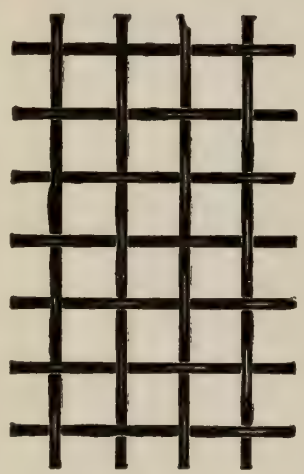
The Canadian Fairbanks-Morse Co., Limited

444 St. James Street **Montreal**

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG SASKATOON CALGARY VANCOUVER

Canada's Departmental House for Mechanical Goods

WIRE CLOTH

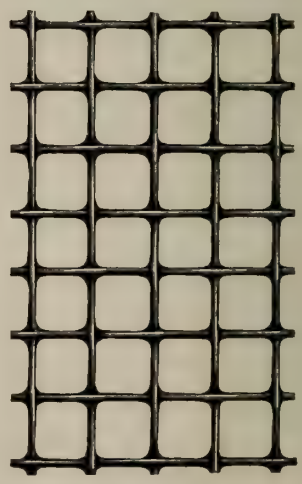


Sand Screen Cloth

Fanning Mill Cloth

Regalvanized Wire Cloth

Every description of Wire Cloth and Wire Work



WIRE ROPE **WIRE ROPE FITTINGS**

Manufactured by

The B. Greening Wire Company Limited

HAMILTON, ONT. **MONTREAL, QUE.**

BEAUTIFUL COLORS

Together with their Strength, Light-Running and Pleasing Outline, are sure to

Attract Attention to Our "BIG 5" Lawn Mowers

regardless of the price; but—and this is an added attraction—their price is lower than mowers which will not compare favorably with them in any one of the features mentioned above.

See them Illustrated in Colors in our New General Catalog No. 50.

BLACK DIAMOND

Four Blade Reel

10 in. Wheels—Geared on Both Ends

Gold and Aluminum Bronzed, Vermilion and Black Trimmed

Sizes, 14, 16, 18 and 20 inch cut.

Unequalled in 4 Blade Mowers of Any Price

Ball Bearing High Wheel

MAPLE LEAF

Five Blade Reel

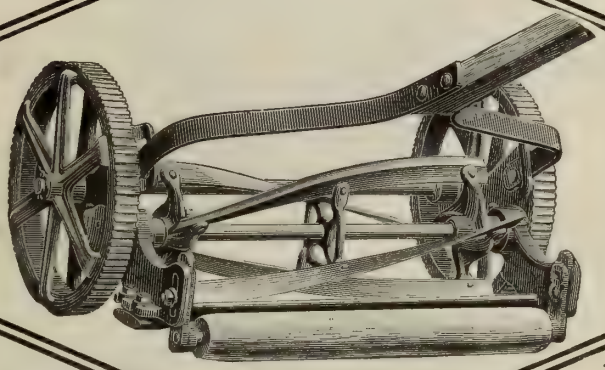
11 in. Wheels—Geared on Both Ends.

Gold and Aluminum Bronzed, Light Blue Wheels, Red Dots and Stripes

Sizes, 16, 18 and 20 inch cut.

The Very Finest Mower that can be had at any price

Are you sending **MAIL ORDERS** to us?



Send for Circular showing these Mowers in their actual colors.

NEW ENGLAND

Ball-Bearing

Four Blade Reel

9 in. Wheels—Geared on Both Ends

Red Enameled and Gold Bronzed, Aluminum and Black Trimmed.

Sizes, 14, 16, and 18 inch cut.

The Strongest, Lightest Running and Handsomest Low-Priced Ball-Bearing Mower ever offered.

COMMONWEALTH

Plain Bearing

Three Blade Reel

9 in. High Wheels—Geared Both Ends

Blue Enameled and Gold Bronzed, Aluminum and Black Trimmed Gilt and Red Stripes

Sizes, 14, 16 and 18 inch cut.

The Lightest Running Plain Bearing Mower on the Market

BALDWIN

Plain Bearing

Three Blade Reel

8 in. Wheels—Geared on Both Ends

Green Enameled and Gold Bronzed, Aluminum and Black Trimmed

Sizes, 12, 14, and 16 inch cut.

Full Value for the Price. A Good, Serviceable and Cheap Mower

We want to take the line up with you NOW; communicate with us.

We are Very Large Handlers of

Garden Hose, Lawn Sprinklers, Lawn Rollers (Dunham's), Grass Scythes and all Lawn Supplies.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO**

The Steel Company of Canada, Limited
Hamilton, Ont.

We are in a position to take care of all "SPRING SPECIFICATIONS" for immediate delivery of the following products:

Wire, Wire Nails

Tiger  **Brand**

White **Lead**

100% **Pure**

Putty

Wrought Iron Pipe

Horse Shoes and Horse-Shoe Nails

Pole Line Hardware

Cotter Pins, Escutcheon Pins, Cut Nails, Cable, Carriage Top Material, Spikes, Cross-Arm Braces, Wire Hoops, Lead Pipe, Stove Scrapers.

STEEL
- Angle
- Band
- Concrete Bars
- Channel
- Machinery
- Mild
- Plow Beams
- Rivet
- Merchant
- Harrow Tooth

RIVETS & BURRS
- Boiler
- Bridge
- Belt
- Iron, Brass and Copper
- Flat, Round Cone and Truss Heads

PIG IRON

IRON & BRASS WOOD SCREWS

MACHINE SCREWS

SHOT

WING BOOT CALKS

CORRUGATED FASTENERS

"INVINCIBLE" FENCING

BOLTS & NUTS
- Stove
- Tire
- Carriage
- Bridge
- Machine
- Track
- Elevator
- Plow
- Shaft
- Coach Screws
- Special, Etc.

STAPLES
- Fence
- Blind
- Electricians'
- Bed
- Poultry Netting
- Nutted

TACKS
- all kinds, including:—
- Basket
- Carpet
- Cut
- Clout Nails
- Upholsterers'
- Trunk Nails
- Saddle Nails
- Glazier Points
- Copper
- Cheese-box, Etc.

BRIGHT WIRE GOODS.
- Jack Chain
- Wire Door Pulls
- Kitchen Hooks
- Gate Hooks
- Screw Hooks and Screw Eyes.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX

A NECESSITY



THREE FINISHES·

SIX SIZES·

ALL TESTED FOR LEAKS·

ALL SMP QUALITY TRADE MARK

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

APOLLO KEYSTONE COPPER-BEARING GALVANIZED SHEETS



AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED



KEYSTONE

THE MARK OF QUALITY

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. — Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

Mr. Agent

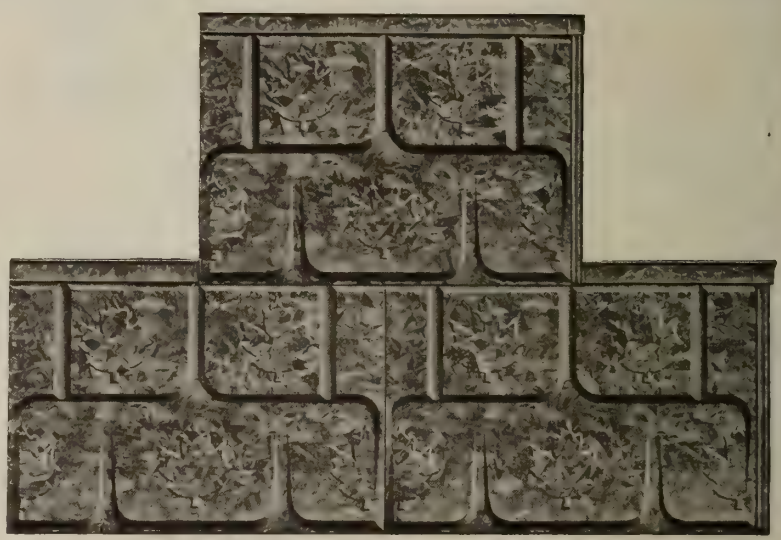
Spring Building Operations Are Commencing

Get real busy canvassing your section for prospects for

Safe Lock Shingles and Acorn Quality Corrugated Iron

Remember, you are not only making money on the sale you make now, but you are enlisting an enthusiast for your line; a man who will buy from you again and again; a man who will recommend your goods to his neighbors. We give you the best; we deliver promptly; we treat you and your customers right.

Get out and get the business. Go after it NOW. We will help you in every way.



Your customers will be satisfied customers, and it means **Profits** for you.

WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG SASKATOON CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY COMPANY, Limited
TORONTO and WINNIPEG

THE COLONIST BANNER

This is the latest addition in cast iron ranges to the "Banner Family." It fills a place as a new low-priced stove of fine appearance with all the appointments in keeping with the times, neat and attractive in design, constructed to give the best results.

Fire Box of good dimensions, fitted with a three-section corrugated cast lining.

Grates are of the duplex pattern.

Ash Pit is large and is fitted with large pan.

Flue Construction. The flues are large, thereby permitting easy operation. They are so arranged that the fire encircles the entire oven, distributing an even temperature of heat, thus making a perfect operating oven.

The Reservoir is large and roomy and is fitted with a tin-lined copper tank.

The bands and oven door shelf are removable.

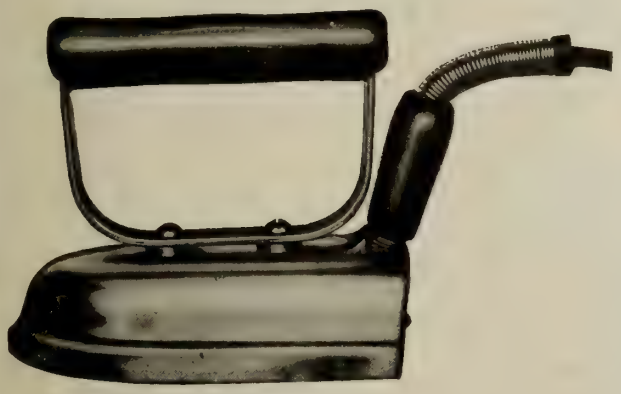
The Galt Stove and Furnace Co., Limited
Galt, Ontario



Two Sizes
Three Styles

Square with T Shelf

For Coal or Wood



Electric Iron season is now on. If you haven't a stock of "National" Irons and heating appliances ask us for catalogue and interesting prices.

We manufacture a full line of "National" appliances and our prices are right.

The National Electric Heating Co., Limited

TORONTO - - - - CANADA

COPPER

SHEET ROLL

BAR RODS

B. & S. H. THOMPSON & CO.
LIMITED
MONTREAL TORONTO WINNIPEG



THE HATCH

THE HATCH TROLLEY HANGER

FOR SERVICE, DEPENDABILITY and SATISFACTION we recommend the HATCH. Easy to put up, and the lathe-turned wheels running on roller bearings make the action smooth and noiseless. Packed one pair complete with screws and bolts in a nifty, metal-edged box.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

Makers of the RELIABLE Crescent Brand Butts and Hinges

Time-Tested Trade Winners

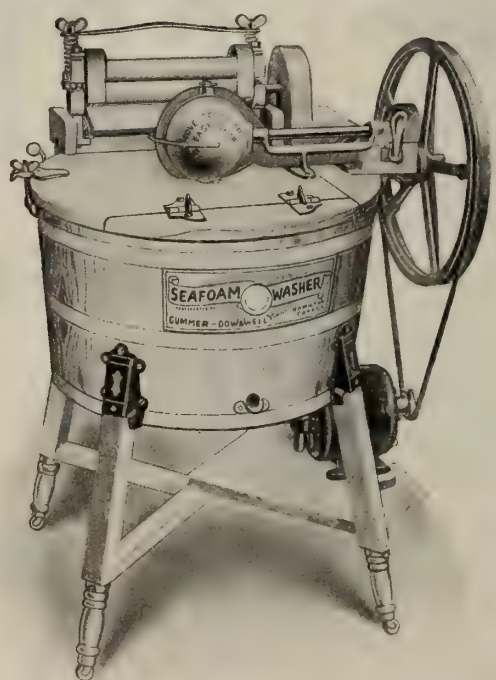
That will bring more trade your way.



NOISELESS



SNOWBALL



SEAFOAM ELECTRIC POWER WASHER AND WRINGER

CUMMER-DOWSWELL, LIMITED

HAMILTON, ONT.



PLAYTIME HAND AND POWER

Agents:

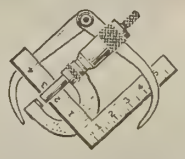
W. L. Haldimand & Son, Montreal

H. F. Moulden & Son Winnipeg



The Rice Leaders of the World Association
desires to announce that its Committee
has selected
The L. S. Starrett Co.
of Athol, Massachusetts
as the Recognized Leader of the World
in the manufacture of
Fine Mechanical Tools
which by invitation becomes a
Member of our Association
enjoying all the privileges and benefits thereof

over



Starrett Tools

ARE RECOGNIZED AS

LEADERS

OF THE

WORLD

We are reproducing here a copy of the official announcement of the

RICE LEADERS OF THE WORLD ASSOCIATION

notifying all whom it may concern that we have been selected as the recognized leaders of the world in the manufacture of fine mechanical tools.

Hardware dealers who have sold our fine tools and Precision instruments will acknowledge that this honor is fully deserved because of the perfect service always rendered by any tool bearing our name or trade-mark. We are, therefore, glad to announce that we have become by invitation members of an association whose requirements are HONOR, QUALITY, STRENGTH, AND SERVICE

The L.S.Starrett Co.

World's Greatest Toolmakers

Athol, Mass.

STARRETT
HACK SAWS
CUT QUICKER
LAST LONGER

42-331

TO BECOME A MEMBER A CONCERN MUST POSSESS THESE

Qualifications of Membership

Honor - A recognized reputation for fair and honorable business dealings
Quality - An honest product of quality truthfully represented
Strength - A responsible and substantial financial standing
Service - A recognized reputation for conducting business in prompt and efficient manner

Upon this foundation is based the Emblem of the Association, marking highest of business standing in name, product and policy

THE FOLLOWING ARE MEMBERS

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WINCHESTER REPEATING ARMS CO
NEW HAVEN, CONNECTICUT

TYPEWRITERS
REMINGTON TYPEWRITER CO
NEW YORK

ABRASIVES, GRINDERS AND ABRASIVE MATERIALS
THE CARBORUNDUM COMPANY
NIAGARA FALLS, N.Y.

LOCKS, BUILDERS HARDWARE AND TOOLS
THE YALE & TOWNE MFG COMPANY
NEW YORK

FOR SUMMER UNDERWEAR
CHALMERS KNITTING COMPANY
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REVOLVERS
SMITH & WESSON
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CRANES, PUMPS & VALVES FOR STEAM, WATER
EATON, CRANE & PIKE COMPANY
PITTSFIELD, MASS.

SMALL MOTOR & FAN SPECIALTIES
THE ROBBINS & MYERS COMPANY
SPRINGFIELD, OHIO

LAWN MOWERS
COLDWELL LAWN MOWER COMPANY
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TYPEWRITER RIBBONS & CARBONS & OFFICE SUPPLIES
YAWMAN & ERBE MFG COMPANY
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WATCHES
ELGIN NATIONAL WATCH COMPANY
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WATERMAN'S IDEAL FOUNTAIN PENS AND INK
L. E. WATERMAN COMPANY
NEW YORK

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ARMOUR & COMPANY
CHICAGO, ILL.

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HOSIERY
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FLOUR, MILLS BEST FLOUR
PILLSBURY FLOUR MILLS CO
MINNEAPOLIS, MINN.

WHITE ENAMEL REFRIGERATOR
WHITE ENAMEL REFRIGERATOR CO
ST. PAUL, MINN.

CLOCKMAKERS SINCE 1857
THE NEW HAVEN CLOCK CO
NEW HAVEN, CONNECTICUT

TOWLE'S LOG CABIN SYRUP
THE TOWLE MAPLE PRODUCTS CO.
ST. PAUL, MINN.

ALABASTINE WALL COATING
ALABASTINE COMPANY
GRAND RAPIDS, MICH.

INDESTRUCTO TRUNKS AND LUGGAGE
NATIONAL VENEER PRODUCTS CO.
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ELECTRIC HEATING APPARATUS
SIMPLEX ELECTRIC HEATING CO.
CAMBRIDGE, MASS.

NIAGARA MAID SILK BLOUSES & LACE OR SILK UNDERWEAR
NIAGARA SILK MILLS
NORTH TONAWANDA, N.Y.

GRADE "GREDAG" ACHESON GRAPHITE & ELECTRODES
INTERNATIONAL ACHESON GRAPHITE CO.
NIAGARA FALLS, N.Y.

WOMENS FINE DINNER, QUEEN QUALITY
THOMAS G. PLANT COMPANY
BOSTON, MASS.

RUBS AND CAMPSTO
M. J. WHITTALL
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ELECTRIC PLEASURE & COMMERCIAL AUTOS "DETROIT ELECTRIC"
ANDERSON ELECTRIC CAR COMPANY
DETROIT, MICH.

SPECTACLES, EYE-GLASSES, LENSES "TRU-VU" OPTHALMIC GALVANIZED
AMERICAN OPTICAL COMPANY
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EBERHARD FABER
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VARNISHES, JAPANS, ENAMELS, FILLERS, STAINS, SHELLACS
BERRY BROTHERS, INC.
DETROIT, MICH. CHICAGO

FINE MECHANICAL TOOLS
THE L. S. STARRETT CO.
ATHOL, MASSACHUSETTS

PRESENT MEMBERSHIP GIVEN HERE COMPLETE MEMBERSHIP WILL BE PUBLISHED WITH OTHER IMPORTANT ANNOUNCEMENTS IN LEADING NATIONAL MAGAZINES IN THE SPRING OF '24

The Rice Leaders of the World Association
ELWOOD E. RICE
FOUNDER AND PRESIDENT
NEW YORK, U.S.A.

It's easy to get a good Paint and Varnish Brush Trade if you handle

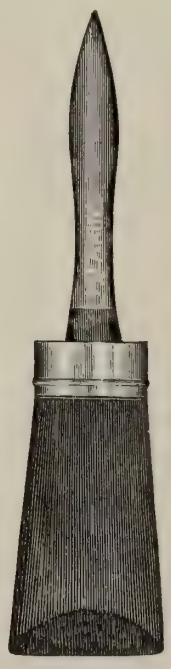
The Meakins Line



It contains material and workmanship of the highest grade and satisfactorily fulfills all demands for a good brush. **You'll find this a very profitable proposition.** Drop a card for catalog and full particulars.



M & S 1852



Meakins & Sons, Ltd.

Hamilton, Ont.

Warehouses: WINNIPEG, LONDON, TORONTO, MONTREAL.

NICHOLSON MADE FILES

You're Known By The Goods You Sell

Sell a man a file that fails to give good service — and you're digging a pit for yourself.

When you give your trade **NICHOLSON-MADE-FILES**—you give them files that you know are absolutely right. You know that each file has been inspected eight times—between every important operation. You know the finished file has been tested on tougher steel than it will ever be used on in actual service. So that when you sell a **NICHOLSON - MADE - FILE**, you're certain it's going to give the utmost of satisfactory service.

No "come-backs" to fight — no excuses to make. Nothing to do but "sell more files"— and take your liberal margin per sale.

NICHOLSON-MADE-FILES

Brands:

Kearney & Foot
Great Western
American
Arcade
Globe

At Your Jobber

NICHOLSON FILE COMPANY

PORT HOPE, ONT.

"File Filosophy"—A 50 years' education on files in an hour— sent FREE on request.

The Finish, the Quality and the Distinctive Mechanical Features of

TAYLOR-FORBES LAWN MOWERS

result in ready sales and pleased customers

We are the only firm in Canada making a specialty of this line.

Our name on every machine represents highest quality and efficiency, and the guarantee is shown herewith.

The excellent material and workmanship used on our mowers in former years is continued and will be continued as long as we make this line.

Our aim has always been to produce the most perfect lawn mowers on the market, and judging from our experience and the enormous demand we certainly have succeeded.

Our line includes: **Empress, Woodyatt, Star, Philadelphia, Adanac, Ontario, Mayflower and Daisy Mowers.**

THE LAWN MOWER SEASON IS PRACTICALLY HERE. IF YOU DELAY ORDERING YOU'LL LOSE SALES.

If your jobber cannot supply you—write us.

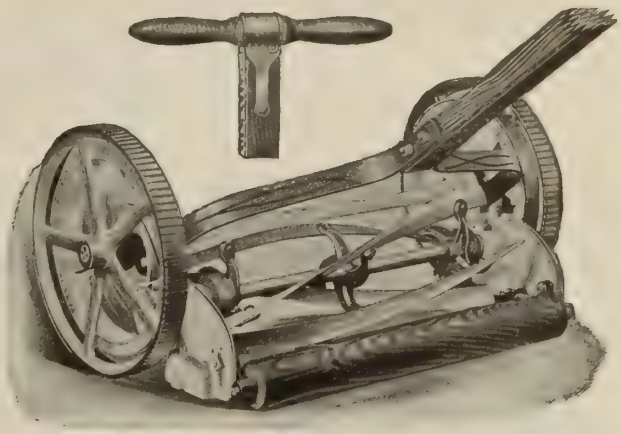
We'll send our 1914 catalog immediately upon receipt of your request.

Taylor-Forbes Co., Limited

Head Office and Works:
GUELPH, ONTARIO

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - - 246 Craig St., Montreal
H. G. Rogers, - 147 Prince William St., St. John, N.B.
Canadian United Mfrs. Agency, - - - London, Eng.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

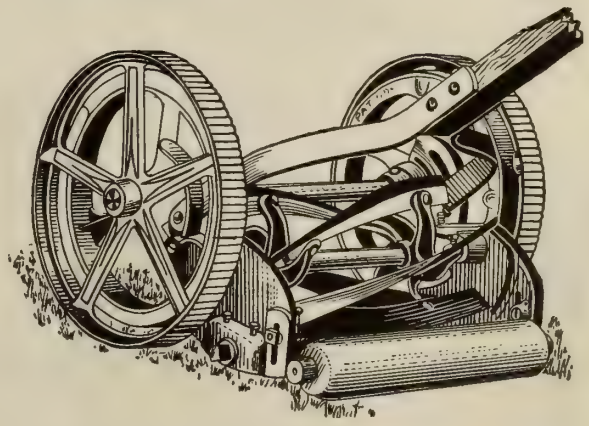


"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass box attachment.

The Taylor-Forbes GUARANTEE

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with this purchase, we insist on giving him a new machine or refunding his money.



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.

We Supply You With Window Show Cards When You Sell



SIMONDS SAWS

The picture of the Old Carpenter is one good one. We furnish a few selected price cards, slides for picture show advertising, electrotypes for newspapers. All free to Simonds Dealers.

SIMONDS CANADA SAW COMPANY LIMITED

Montreal, Que.

Vancouver, B.C. St. John, N.B.

TRADE W B MARK



TRADE W&B MARK

Get the Trade of Mechanics



There's no wrench that will "get a mechanic" like this Warranted "W & B" Machinsts' Knife Handle Wrench. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case hardened. Every Wrench warranted against defective material and workmanship.

Selling the "W & B" Screw and Drop Forged Wrenches brings the mechanic back for other tools that bear the "W & B Diamond" Trade Marks. Your sales don't stop with Wrenches.

Tools of Quality Bear These Marks

W B W&B

Catalog No. 82-G shows our complete line of Screw and Drop Forged Wrenches, Twist Drills and Reamers. There's money in selling them. We can save you freight by packing more high-grade tools in one shipment than any other manufacturer in the world.

Most Jobbers handle. If yours does not, write us and we will see that you are supplied.



THE WHITMAN & BARNES MFG. COMPANY

Established 1854

Office and Factory: ST. CATHARINES, Ont.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

BURLAPS for WALLS

DOUBLE SIZED and OIL COATED

Made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.
All Standard Shades.

DYED BURLAPS

Made in widths of 36, 54 and 72 inches only.
A Good Variety of Shades.

LENGTH OF ROLLS, ALL LINES, 30 and 60 Yards

How Our Burlaps Are Made

CANVAS: Every yard of the Jute Canvas used in the manufacture of our Burlaps is specially woven for us in Dundee, Scotland, from yarns of uniform counts and standard strength. After being woven the Canvas is super-calendered, stretched and made unshrinkable.

OIL: The only Oil used in our Burlaps is pure Linseed Oil, crushed from Western Canada seed of a high grade; further this Oil is made under our personal supervision, kettle boiled and tested on our own premises.

MACHINERY: We have taken advantage of every improvement in the way of modern machinery that has been brought to our attention and in addition we have the benefit of the experience of engineers who have been in our employ for more than a quarter of a century; the facilities of our immense plant for the manufacture of Oil Cloths and Linoleums are at our disposal for similar operations in the manufacture of Burlaps, and these additional features of machinery and special equipment utilized in our other departments and available for our Burlap manufacture place us in a unique position in this field, hence the cost of production is kept at the lowest possible point and purchasers of our lines get the benefit.

WORKMEN: The use of Burlaps as a wall covering is of comparatively recent origin, although we have been manufacturing this line for upwards of twelve years, but in our employ are scores of men who have been handling Jute Canvas, Oils, etc., for thirty years and more;—having the services of men with such long experience in this work gives us an unquestioned right to claim a unique position in the manufacture of Decorative Burlaps.

Handled by Leading Jobbers of Wall Papers, Paints, etc.

SEND FOR SAMPLES AND PRICES

Manufactured by

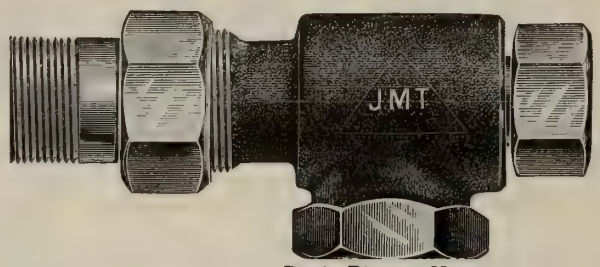
The Dominion Oil Cloth Co., Limited

MONTREAL

Make

FLOODED CELLARS

Pay You a Profit



J.M.T.

ANYONE can attach the Morrison Water Jet Lifter—it "works" itself. SELLS to every Householder, Builder, Contractor, Plumber, Engineer. ABSOLUTELY GUARANTEED to do all we claim. Ask for Literature.

The James Morrison Brass Mfg. Company, Limited
93-97 Adelaide Street West, Toronto, Canada

Manufacturers of a complete line of Brass Valves and Steam Goods.

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



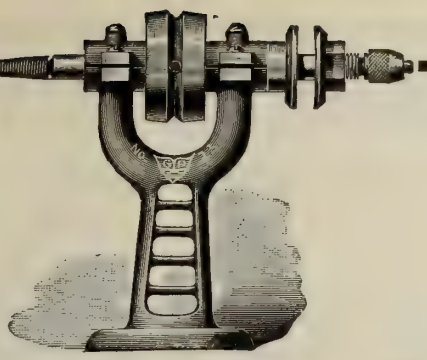
TRADE H&R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.



Goodell-Pratt's

Polishing and Grinding Heads

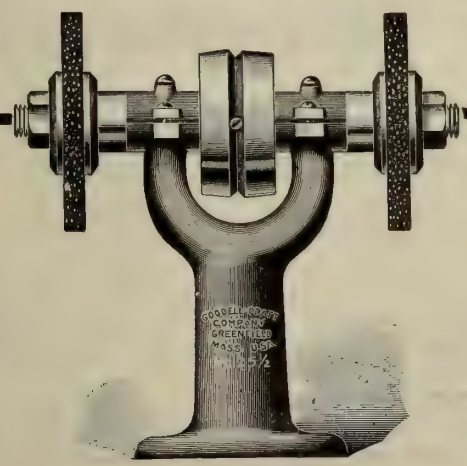
You can sell these little low-priced machines to all kinds of people if you put one in your window.

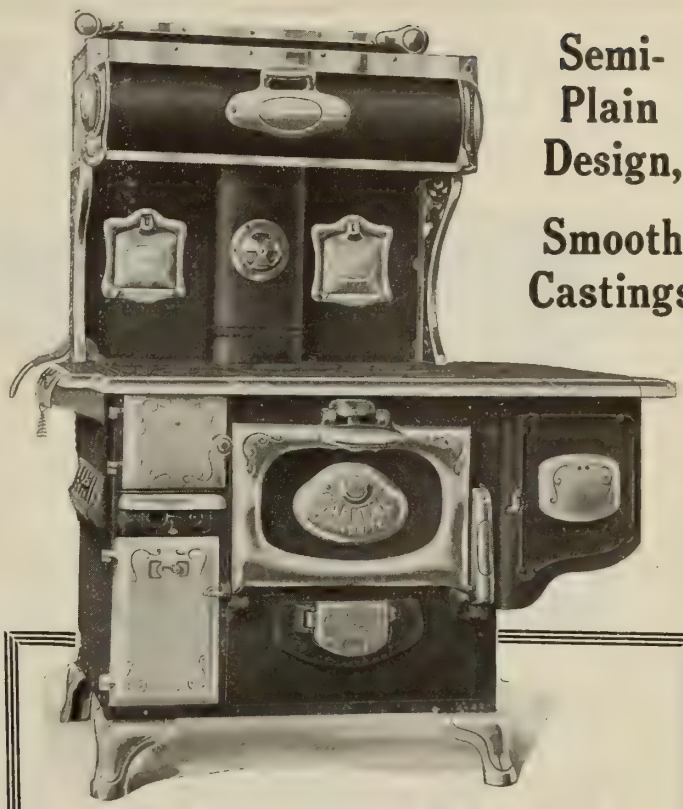
Have you got any?

Goodell - Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.





Semi-Plain Design,

Smooth Castings

The Capital Favorite

is a medium-priced, high-grade Range that you'll find very profitable to handle.

Everything that goes into its construction is selected for durability.

The **smooth castings, tight and well-fitted joints, semi-plain design and splendid working qualities** have made the CAPITAL a great favorite with the trade for a medium-priced Range embodying all the best features known to range building.

Made in three sizes, 16, 18 and 20-inch ovens.

Closets are finished in either standard or tiled finish.

Try it. It speaks convincingly for itself.

Findlay Bros. Co., Limited

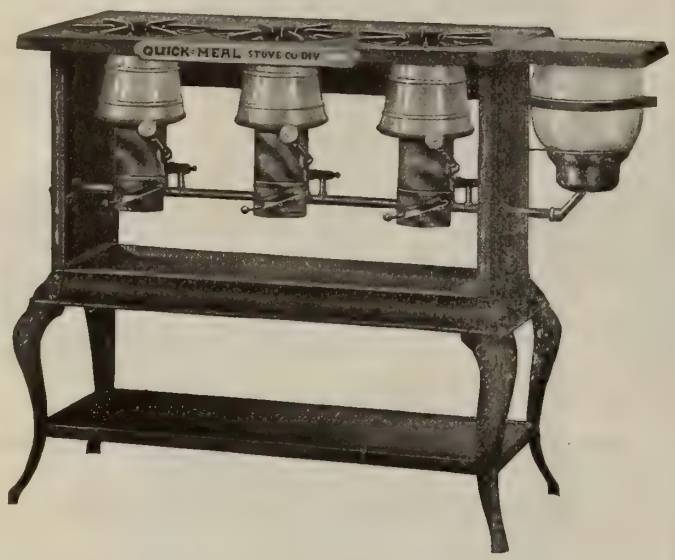
Head Office and Works: CARLETON PLACE, ONT.

Branch House: 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta, Revillon Wholesale Ltd., Edmonton. Distributing Agents for So. Alberta, D. V. Cope & Co., Calgary. For British Columbia, Geo. D. Horsman, Vancouver.

"QUICK MEAL" WICK OIL STOVES

WITH GLASS FOUNT



Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

Also, "Quick Meal" Evaporating Gasoline Stoves.

The JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT. - WINNIPEG, MAN.

Agents for Canada

There are many hardware merchants who can make cement one of their most profitable lines.

Do you realize how much cement is being used in the construction of modern dwellings right in your vicinity?

Practically all the cement that those builders are using is bought from large dealers simply because it cannot be procured near by.

START HANDLING

ROGERS' Portland Cement

now. You'll get the most particular of cement buyers for your customers because Rogers' is universally recognized as the Cement possessing exceptional strength, durability and uniformity of set.

You need not carry a large stock to be our representative. In case your stock is not sufficient to meet demands write us and we will ship immediately.

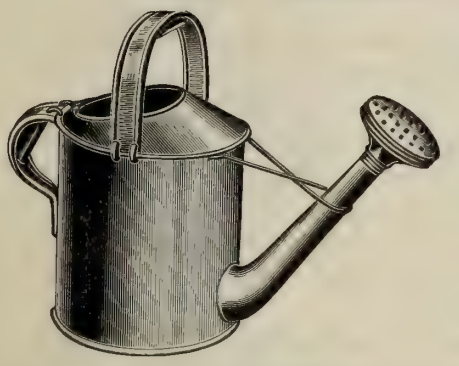
Write for particulars.

ALFRED ROGERS Limited, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.

SPRINKLERS

PLAIN — JAPANNED — GALVANIZED. **SIZES—1 QT. TO 16 QT.**

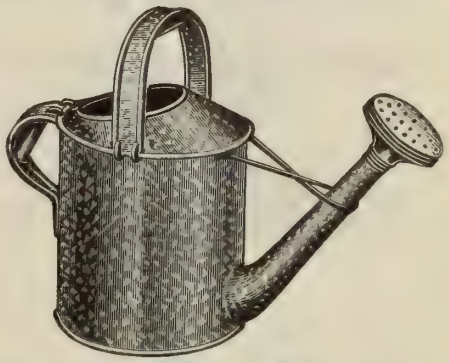


The Roses on our Cans CANNOT DROP OFF.

Users of our Sprinklers have no trouble of this kind, as the roses SCREW ON, and CANNOT POSSIBLY BECOME DETACHED.

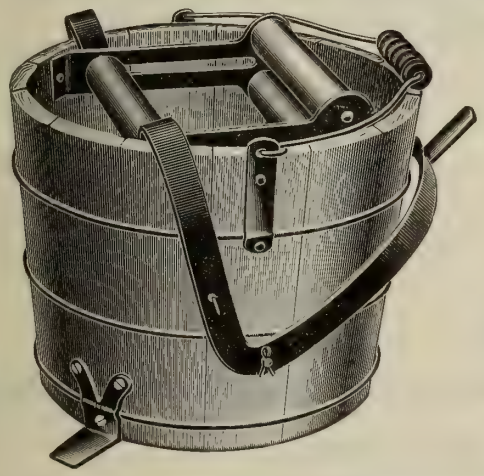
WARM WEATHER BRINGS A BIG CALL FOR THIS LINE.

PUT SOME ON YOUR NEXT ORDER.



E. T. WRIGHT CO., LIMITED, HAMILTON, CANADA

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR



TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

LUNDY
SHOVELS



It isn't just by chance,

that Lundy Shovels have become a standard wherever shovels are used in Canada.

No, Sir! There's more back of it than that—it's their many points of superiority that have earned for them their enviable place. For instance—

The strap and blade point are made of crucible steel, and are extra strong, thus ensuring long service and durability, from those parts that usually give out first.

This is only one "Lundy" advantage. To fully appreciate their value as business-getters, you must handle them.

They'll be found at your jobber's, most probably; but if he hasn't got them write to us direct.

The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; B. C. Equipment Co., Vancouver, B.C.; Colonial Paint & Color Co., 20 Francis Street, Toronto, Ont.



THIS SHOWS

BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal



This is the first time the portrait of Sam Oven, Foreman, has ever appeared in print, but not the last.

"Nobody buys Gurney-Oxford Stoves because our plant is large—our plant is large because they buy Gurney-Oxford Stoves."

—SAM OVEN
Foreman

What's the size of the factory got to do with the quality of the goods?

Oh, not much, perhaps!

But what's the quality of the goods got to do with the size of the plant?

Oh, that's different!

There wasn't a stove made in Canada when the Gurney Foundry started some 70 odd years ago.

Canada was not a big industrial factor in those days.

There weren't many people, and they didn't have much money.

Anyway, the Gurneys started in "premises" that wouldn't hold a day's supplies for the present works.

The stoves they made were crude affairs, that is compared with to-day's models—but they were the best stoves of their time at that.

People bought them, and liked them.

So other people bought them.

More people came to Canada and found stoves better than they had left at home, in England, U.S.A., Germany, France, or wherever they came from.

The factory seemed to grow small as the demand grew larger. So more factory was built.

The factory made the stoves: the stoves made the factory, as it were. The stoves were both the cause and the effect.

If we sometimes say "the Gurney Foundry is the largest," it's the pride of achievement, not of possession.

Those who buy Gurney-Oxford stoves don't care about the size of the foundry.

But they do want fuel economy: ease of operation: cooking results: durability—that's why they buy Gurney-Oxford stoves, as their mothers did before them.

And the factory wouldn't have been the largest if the stoves didn't supply these features.

And the Gurney-Oxford was never such a good stove as it is to-day

—SAM OVEN, Foreman

THE GURNEY FOUNDRY CO., LIMITED

Toronto

GURNEY-OXFORD

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

RONUK FLOOR POLISH

BY APPOINTMENT TO HIS MAJESTY THE KING.

The use of Ronuk in the Royal Palaces and the following large institutions attests its superiority:

New Central Y.M.C.A. - -	Toronto
Notre Dame Congregation -	Montreal
Appleby School - - -	Oakville
Seminaire de Quebec - -	Quebec
City Hall - - - - -	Quebec
New Private Patients' Wing - - -	New General Hospital, Toronto
C.P.R. Dining Rooms - -	Montreal

And many others, a complete list of which will be sent on request.

The unique qualities of Ronuk will make it instantly popular with everyone who uses it once. It produces a finish smooth, beautiful and durable. It is easy to apply and to keep in condition, it is sanitary, and it never requires scrubbing.

Advertisements in leading papers and magazines throughout Canada are making the name of Ronuk known to every household.

Dealers who carry it will get the benefit. How about *you?*

Ronuk retails at 10c, 20c, 35c and $1.00 the tin. For dealers' prices, etc., write

RONUK LIMITED

Factory: Portslade, England **91-93 Youville Sq., Montreal**

Canadian Head Office:

53 Yonge St., Toronto

36

WHOLESALE DISTRIBUTORS:

Cochrane Hardware, Limited, at Sudbury, Ont.; Sault Ste. Marie, Ont.; North Bay, Ont.
The Marks, Clavet, Dobie Co., Limited, Port Arthur, Ont.
Chapples Limited, Fort William, Ont.
The J. H. Ashdown Co., Ltd., Winnipeg, Man.
W. H. Thorne & Co., Ltd., St. John, N.B.

The Troubles Spring Will Bring

will be best remedied with "Metallic" Materials



Cornices, Eavestrough and Conductor Pipe which have suffered through the winter, Roofing and Ceilings damaged or destroyed by storms.

"METALLIC" MATERIALS

for the job that must be done well

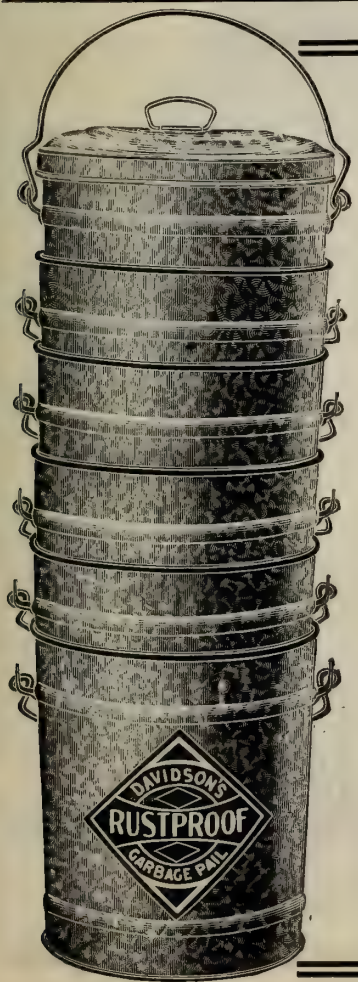
Display the samples which we will send you—Your windows will attract practical people who will purchase these superior Materials that mean "Dollars for Dealers."

You can improve on opportunity, Mr. Dealer, by becoming informed on "Metallic" materials and suggesting their use—and selling them at a handsome profit.

Will you do this? Will you write us to-day and prepare yourself for future business?

The METALLIC ROOFING CO. LIMITED

TORONTO, King & Dufferin Sts. — Manufacturers, Established 1884 — WINNIPEG, 797 Notre Dame Ave.



DAVIDSON'S

Galvanized Garbage Pails

Nestable — Takes up little space in store — **Saves Freight**

They Give Satisfaction as they are double armored —being generously coated with best spelter.

Will Stand Abuse and resist wear and rust indefinitely.

The Seamless Cover locks on and cannot be nosed off by dogs or blown off by the wind.

They meet the requirements of the Sanitary Laws and in every way are right up-to-date.

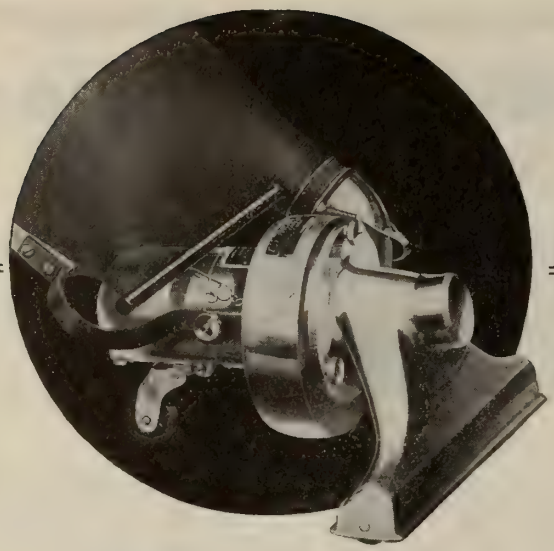
Three sizes in stock:

	Nos. 2	3	4
Imp. capacity Gallons	8	10	15

Write us now if your stock is low

The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO



The EUREKA

is a good seller because of its high quality, efficiency and reputation

Sets on rollers and the wide 12-inch nozzle covers a large space with every stroke, enabling rapid work.

Weighs only ten pounds and cleans the carpets and rugs with hardly any effort.

The flexible handle permits the machine to run under beds and other furniture, cleaning as thoroughly as when in the open floor space.

Electricity controlled at end of handle.

Bag is easily removed and quickly emptied.

A Brush for removing threads, lint, hair, etc., furnished free with every machine.

The Eureka will quickly prove its great value to your store. Try it.

Fully guaranteed.

Ask us about our Combination Vacuum Cleaner and Carpet Sweeper—it, too, is a good seller.



Onward Manufacturing Co.
Berlin, Ont.

Nothing so effective for a heating auxiliary or for keeping a room comfortable on a chilly evening as

McClary's

New Famous Oil Heater



This Heater has banished for ever the old-fashioned prejudice against the use of oil for heating—the proof of this in the extreme popularity of the "Famous."

One-piece Copper Oil Tank—indestructible.

New method of replacing the wick—no inconvenience.

Automatic wick-locking device—keeps the wick at right height.

Effective oil indicator—shows exact amount of oil in tank.

It will pay you to get in touch with our nearest Branch.

McClary's Ship Quick

McClary's

TORONTO, WINNIPEG, EDMONTON, ST. JOHN, VANCOUVER, SASKATOON, MONTREAL, HAMILTON, LONDON, CALGARY,

All features combine to make the sunshine a perfect furnace

It is not only one or two special points, but a complete combination of superior features that brings

McClary's
Sunshine Furnace

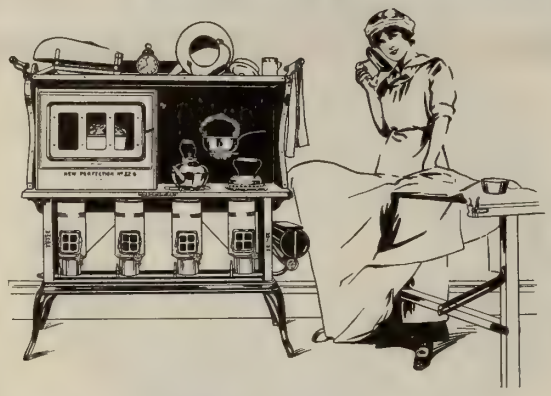
up to its height of excellence.



The American Ingot Iron Dome and Radiator, rust-resisting.
The Water Pan in the right place, easy to refill —healthful heat.
The two-piece semi-steel firepot—no warping or cracking.
The four-bar, three-sided grates—last three times as long as one-sided grates.
The Dust Flue carries the dust to the smoke pipe.
The large double-feed doors make firing easy.
Send for a supply of advertising literature.

McCLARY'S ON GOODS IS A QUALITY NAME.

MONTREAL TORONTO HAMILTON LONDON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN, N.B. EDMONTON SASKATOON



Warm Weather Brings Oil Stove Buyers

Housewives like to iron in a cool kitchen.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

Keeps the irons hot and the kitchen cool.

New Perfection Stoves are made in 1, 2, 3 and 4-burner sizes. The New Perfection No. 5 has the new fireless cooking oven that roasts and bakes perfectly in three different ways. Your customers will want to see it.

All the new models are better than ever before. A big advertising appropriation is telling your customers about them. Are you stocked?

The Imperial Oil Company Ltd. — Heat, Light, Power, Lubrication — Limited

The Imperial Oil Company
LIMITED

Toronto	Montreal	Winnipeg	Vancouver
Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon



Goodell-Pratt's

BENCH DRILLS

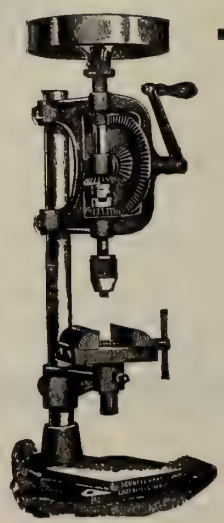
All Kinds and Sizes

Get Some!

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.



The Last Word



No. 1003
Single-Speed Drills
up to ¼″

No. 1005
Two-Speed Drills
up to ½″

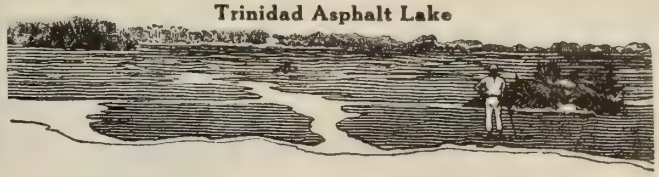
"YANKEE" BENCH DRILLS

The distinguishing features of this drill are its strength, convenience and rapidity of operation. The automatic friction and ratchet feeds give the operator the free use of one hand to hold the work. With these distinctive features the "Yankee" is at once the quickest and most desirable Bench Drill made. A Baltimore Jobber writes:—"We sold two Drills No. 1005, which you shipped on the 17th ult. as soon as we showed them up. Ship us two more."

Your jobber will supply you.

North Bros. Mfg. Company

Philadelphia, Pa.



Talk quality to your customers

¶ They can't afford to buy *cheap* roofing—it is the costliest kind of roofing in the end.

¶ And you can't afford to *sell* cheap roofing—you've got to steer clear of dissatisfied patrons which cheap roofings are likely to produce.

Genasco

THE TRINIDAD-LAKE-ASPHALT
Ready Roofing

has the quality of genuine natural asphalt, from which it is made. Natural asphalt is unequalled as a lasting waterproofer. It gives Genasco vigorous resistance to rain, sun, wind, snow, heat, cold, and fire. It doesn't crack and leak. And the Kant-leak Kleet does away with cement and prevents seam-leaks.

Genasco quality makes for real economy. And economy for customers makes more trade for you.

Order Genasco from your jobber.

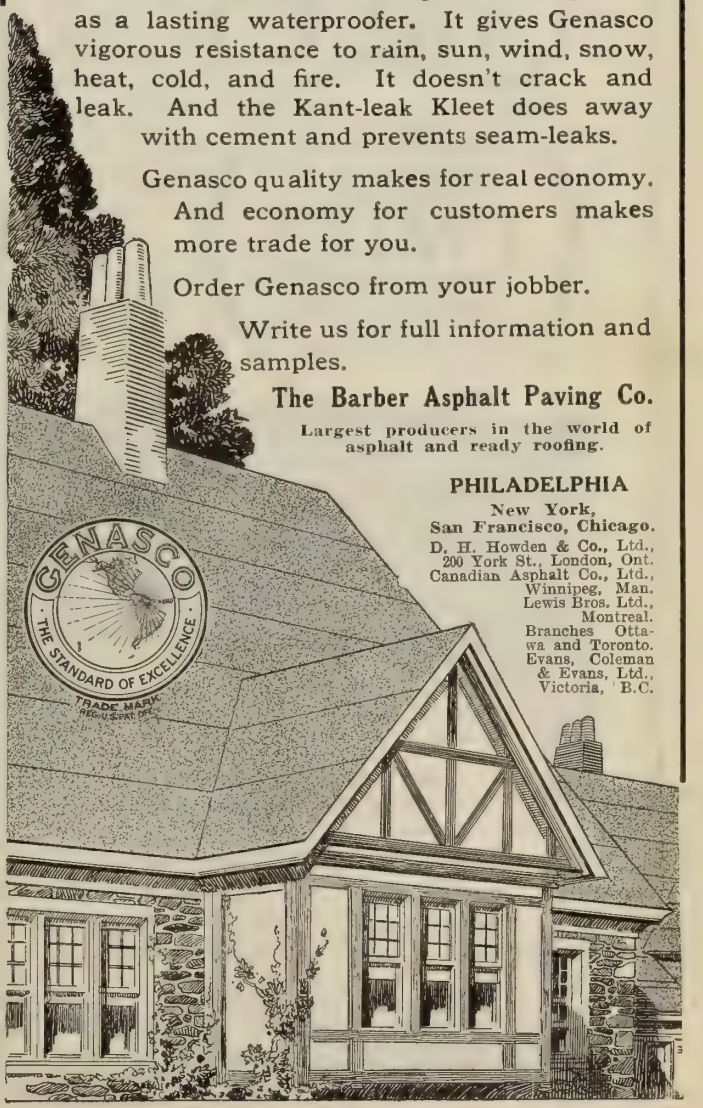
Write us for full information and samples.

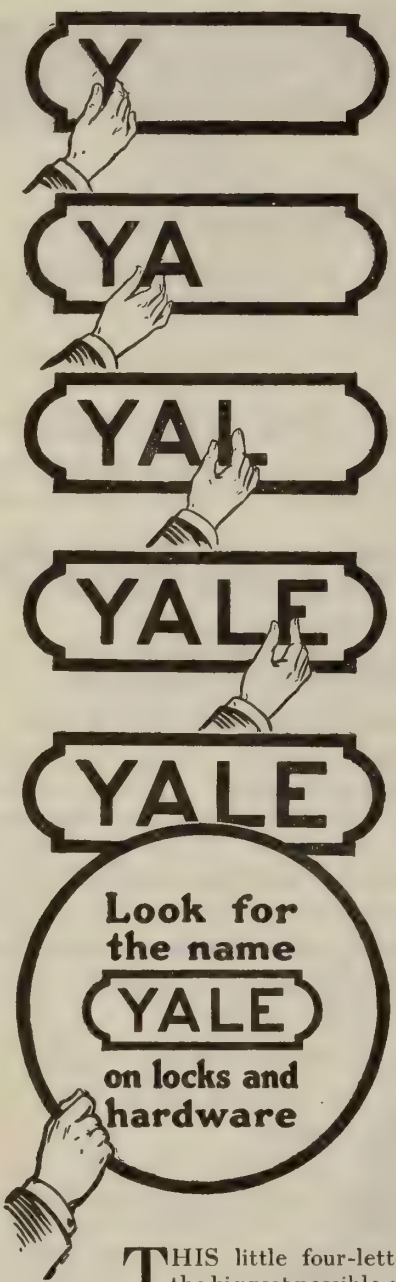
The Barber Asphalt Paving Co.

Largest producers in the world of asphalt and ready roofing.

PHILADELPHIA

New York,
San Francisco, Chicago.
D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Canadian Asphalt Co., Ltd., Winnipeg, Man.
Lewis Bros. Ltd., Montreal.
Branches Ottawa and Toronto.
Evans, Coleman & Evans, Ltd., Victoria, B.C.





THIS little four-lettered word is the biggest possible guarantee you can have of quality, security and fitness in Locks, Padlocks, Night-latches, Door Closers, or Builders' Hardware.

Back of this guarantee stands an enviable record of successful achievement, built upon better goods, made in a better plant, and by better workmen.

Are you sufficiently stocked with Yale goods and making enough use of the Yale Sales Helps to get the full benefit of the Yale prestige? If not, write us.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers

General Offices and Works: St. Catharines, Ont.

DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Straightened and Cut to Length

Wire Nails—all standard and special gauges

Coiled Steel Spring Wire

Galvanized Barb Wire

Barbless Twisted Wire

Wire Rods

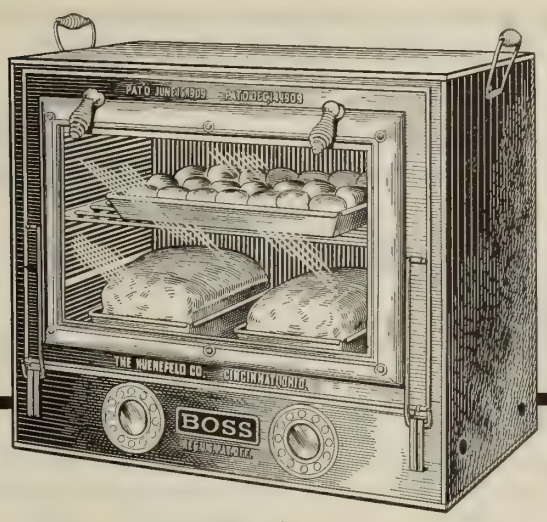
Write for Descriptive Catalogue

Dominion Iron & Steel Co., Ltd.

Head Office and Works, Sydney, N.S.

SALES OFFICES:
Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto

BOSS



OVEN

GLASS DOOR

GUARANTEED

No. 750

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.

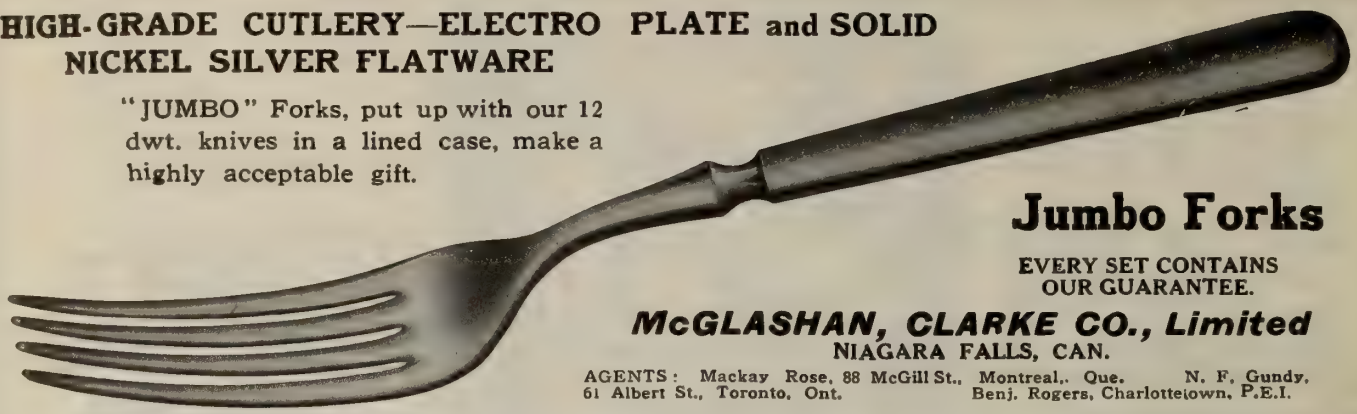


FOUR BURNER LOW WITH GLASS TANK

The HUENEFELD CO., 6000 Valley St., Cincinnati, Ohio

HIGH-GRADE CUTLERY—ELECTRO PLATE and SOLID NICKEL SILVER FLATWARE

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift.

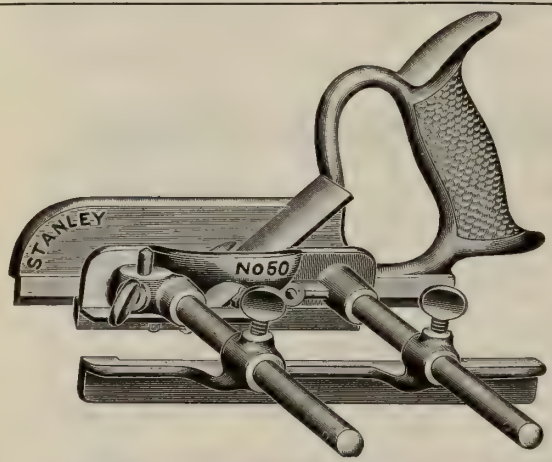


Jumbo Forks

EVERY SET CONTAINS OUR GUARANTEE.

McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, CAN.

AGENTS: Mackay Rose, 88 McGill St., Montreal,. Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.



Stanley Tools

STANLEY NO. 50 PLOW, BEADING AND MATCHING PLANE

This is a very handy tool for light work, and will sell readily if properly displayed.

With each Plane are furnished 7 plow and dado bits, 7 beading tools and a tonguing tool.

The Plane is handsomely nickel-plated and weighs only 3½ lbs.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

Most Up-to-date Hardware Stores Sell

H. Boker & Co.'s "TREE" Brand Cutlery



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

Ask Your Jobber to Show You the "Tree" Brand Lines.

This Book is Yours For the Asking!



This book is a valuable compendium of interesting data on an interesting subject. It is written in non-technical language so that it might be of value to both the technically trained men and men in non-technical lines of business.

A few of the topics discussed are:

THE DIFFERENCE BETWEEN RUST AND CORROSION.
THE CAUSE OF CORROSION.
THE EFFECT OF CORROSION.
THE ONLY LOGICAL REMEDY FOR CORROSION.
CHEMICAL ELECTROLYSIS IN SHEET METAL.
OLD-TIME IRONS VS. PRESENT-DAY STEEL.
THE VALUE OF A CORROSION-RESISTING SHEET METAL.

Simply write on your own letterhead or your Company's to

THE PEDLAR PEOPLE, LIMITED, OSHAWA, TORONTO, MONTREAL

Canadian Distributers of TONCAN METAL **Sheets and Products**

or THE STARK ROLLING MILL CO., CANTON, OHIO
SOLE MANUFACTURERS



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

Casco **"Certain-teed"** Roofing.
Sankote Brand Roofing.

Canadian Supply and Contracting Co.

Limited

TORONTO - - - CANADA

TRADE **CASCO** MARK
WEATHERPROOF PRODUCTS

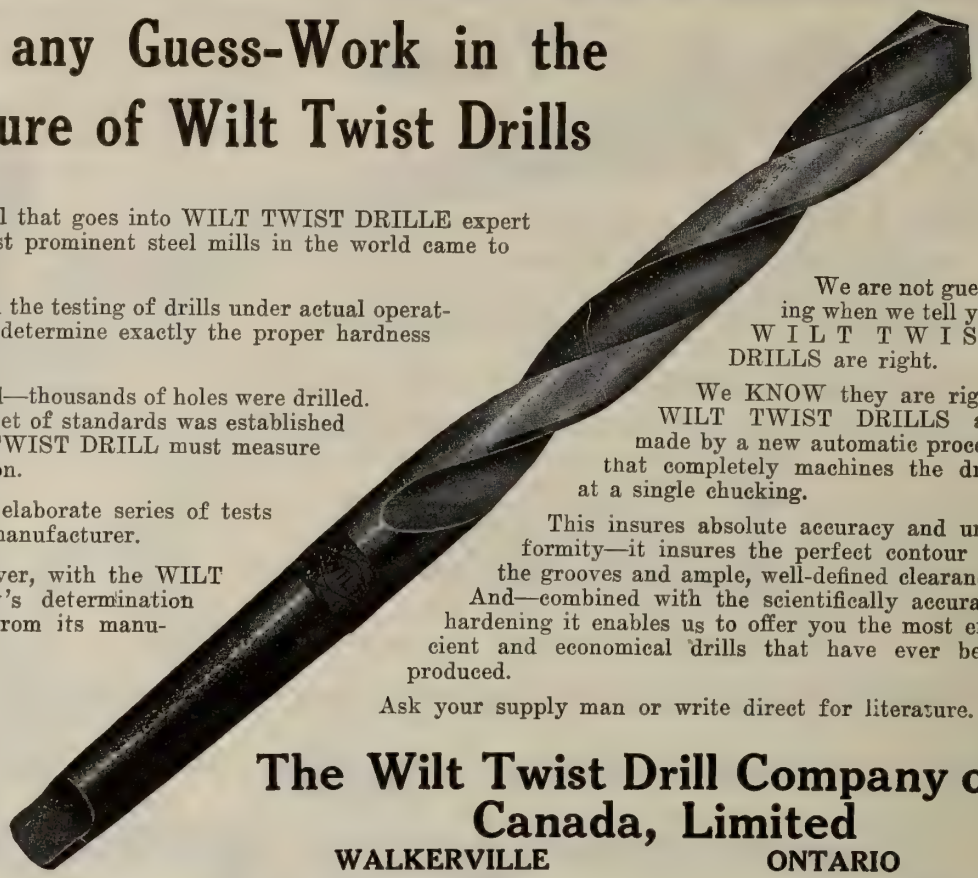
Structural Waterproofing **Engineers and Contractors**

Roofing, Waterproofing and Insulating Material

Prices and samples on request. We carry a large stock and can make immediate shipments.

AGENTS WANTED

There Isn't any Guess-Work in the Manufacture of Wilt Twist Drills



In the selection of the steel that goes into WILT TWIST DRILLE expert metallurgists from the most prominent steel mills in the world came to the Wilt factory.

They spent weeks of time in the testing of drills under actual operating conditions in order to determine exactly the proper hardness and drawing temperatures.

Hundreds of drills were used—thousands of holes were drilled. And as a result of it all a set of standards was established pj to which every WILT TWIST DRILL must measure before it can pass inspection.

This is probably the most elaborate series of tests ever undertaken by a drill manufacturer.

It is simply in line, however, with the WILT TWIST DRILL Company's determination to eliminate guess-work from its manufacturing processes.

We are not guessing when we tell you W I L T T W I S T DRILLS are right.

We KNOW they are right. WILT TWIST DRILLS are made by a new automatic process that completely machines the drill at a single chucking.

This insures absolute accuracy and uniformity—it insures the perfect contour of the grooves and ample, well-defined clearance. And—combined with the scientifically accurate hardening it enables us to offer you the most efficient and economical drills that have ever been produced.

Ask your supply man or write direct for literature.

The Wilt Twist Drill Company of Canada, Limited

WALKERVILLE **ONTARIO**



STAR Hack Saw Frame

No. 15

This is the Frame that holds the blades that made Millers Falls famous—one of the best all-around frames in our line; light, yet strong enough to stand anything in reason; blade strained by turning handle, and may be faced in four directions. Depth under back, 5½", and carries a 12" blade.

A good blade is worthy of a good frame. Put Star Hack Saw Blades in Star Frames, and get the combination that means service and satisfaction.

Ask for details and complete catalog.

MILLERS FALLS COMPANY

28 Warren Street,
NEW YORK

The "Hercules" Step Ladder

Guarantees Satisfaction



The best materials and workmanship go into this ladder with a result that there is not a better ladder on the market.

Each step is specially fastened and trussed. The "**Hercules**" is equipped with the "**Faultless Lock,**" which makes it impossible for the ladder to open or close while in use. Absolutely rigid. **Guaranteed to give perfect satisfaction.**

Write for full particulars.

The Stratford Mfg. Co., Limited

Stratford **Ontario** **Canada**

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

JENKINS BROS.'

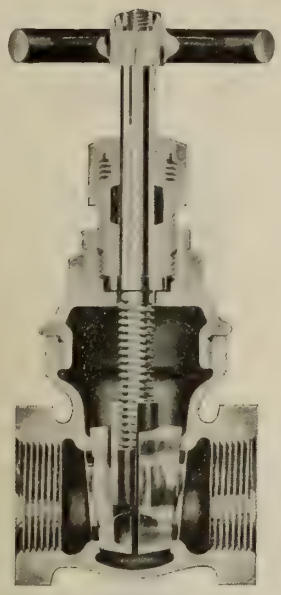


Fig. 300—Sectional View

TRADE JENKINS MARK

Jenkins Bros.

Type "K"

Brass Gate Valves

Suitable for 125 pounds working steam pressure.

Type "K" Brass Gate Valves were designed to meet the demand of the most discriminate valve users. They are neat and handsome in appearance. Made from the highest grade materials and finished by first-class workmen on modern machinery. They are of the double-wedge principle—fitted with metal gland or follower in stuffing-box.

Stocked by all first-class dealers.

Catalogue mailed free upon request.

OUR "DIAMOND" trade-mark is cast on the body of all "Genuine" JENKINS BROS.' VALVES for your protection. See that the valves you buy bear it. Made in sizes ¼" to 3" inclusive.

Approved for use by the Depts. of Public Works in Ontario and the Western Provinces.

JENKINS BROS., Limited

103 Remi St., MONTREAL

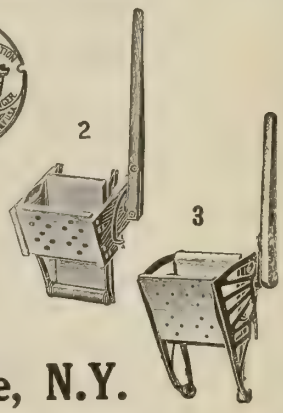


THE WHITE MOP WRINGER

always bears this trade-mark

LOOK FOR IT.





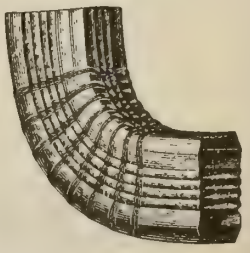
Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.



Get ready for the Spring rush and order now.

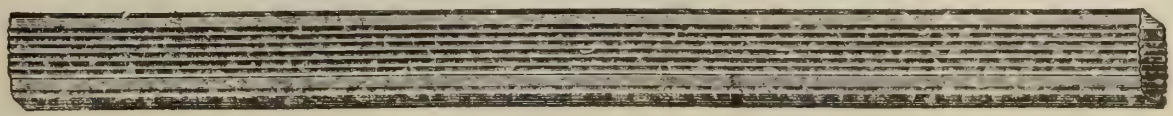


Our square corrugated conductor pipe is a ready seller. Try a sample order and see for yourself. Eavestroughs, conductor pipe, elbows, ventilators, ridge roll, valleys, skylights and

CORRUGATED IRON

WHEELER & BAIN - Toronto

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT.



Write for catalogues of

The CANADIAN ROGERS CO.'S NEW LINES of SILVER-PLATED WARE

Showing everything for the Spring Trade in new and attractive designs in both Hollowware and Flatware.

Note.—The Wm. A. Rogers (R) S X R tea spoons (listed at $4.75), should easily bring 50 cents per dozen more than other plated silver at the same list price. — Why? — They are plated on 21% nickel, which is harder, whiter and more durable than the base used by other manufacturers and plated with full 60 dwt. on the tea spoons and heavily sectional plated on parts exposed to wear.

The Biltmore



CANADIAN ROGERS CO., LIMITED

Toronto **Winnipeg** **Vancouver**

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, APRIL 25, 1914. No. 17

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, President -:- H. T. HUNTER, General Manager
T. B. COSTAIN, Managing Editor J. I. CODDINGTON, Circulation Manager
(ESTABLISHED 1887)

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HARDWARE AND METAL

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H M. REID, Eastern Manager.
ALEX. WALES, Advertising Representative.
S. S. MOORE, Ontario Representative.
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GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234; Boston, C. L. Morton, Room 733, Old South Building, Telephone, Main 1024; Cleveland, T. E. Klein, 1246 Thoreau Road, Lakewood.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

The Front Cover This Week Tells A Story

The DOMINION Trade-Mark is significant. A cartridge and a shot shell interwoven with the letter "D." It's the mark of quality, backed by an unqualified guarantee.

Dominion Dependability

Dominion Dealers



Dominion Dollars

Dominion Dominates

DOMINION AMMUNITION has earned for itself a prominent place on the shelves of every dealer. Attractive uniform shelves, quick turn-over and satisfied customers. That is the experience of dealers who handle the DOMINION brand.

Is there a live Trap-shooting Club in your town?

Dominion Cartridge Company, Limited - Montreal

CANADA

Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized.
This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Charcoal Tinplates

High-grade genuine Charcoal Plates
Tissue Packed

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXVI. APRIL 25, 1914 No. 17

How the Campaign Has Taken Hold in One City

Hardware Merchants of London, Ont., Are Alive to the Possibilities of the "Clean-Up and Paint-Up Movement"—Ads. Which Appeared in One Issue of a London Daily Paper.

WHEN Hardware and Metal commenced to boost the "Clean Up and Paint Up" movement a few weeks ago, letters were sent to a large number of Canadian newspapers asking for their co-operation. Among the many replies received was one from the London Advertiser, London, Ont., stating that they were interested in the movement, and that they believed, "anything that will benefit a community is good business for a newspaper to take hold of." The Advertiser lost no time in featuring the movement and the result was that a great deal of local interest was immediately manifested by citizens and merchants.

The accompanying illustrations show the ads. of four London hardware firms. These ads. all appeared in one issue of the Advertiser, and show that the London hardware merchants are not slow to take advantage of a good thing. In the same issue one of the editorial notices urged the women of London to take part in the campaign. The editorial read as follows:

"Can women play any part in the spring 'Clean-up Day' of a city? Judging by New York, Minneapolis, Victoria and other cities where a clean-up day has been inaugurated, the answer is 'yes.'

"In Tifton, Mo., the members of the Twentieth Century Library Club have just completed Clean-up Week. The women conceived the idea and enlisted the sympathies of the mayor and council. Each member of the club was chairman of a committee whose duty it was to see that the block in which she lived was given a thorough cleaning. As a result of Clean-up Week, Tifton claims to be the cleanest and tidiest town in the southern states.

"Last year the Housewives' League of New York occupied a prominent part in the spring cleaning of the metropolis. During the campaign the league issued 25,000 circulars quoting from the sanitary code laws regarding cleanliness in



Westman's Hardware ad. occupied space 4½ x 7 inches.

stores, and a marked improvement in conditions resulted.

Johnnie and Tidiness.

"Mothers and women teachers can accomplish much in influencing children in tidy habits while on the street. Instead of throwing away the empty candy bag, or the wrapper off his scribbling book, persuade Johnnie that it would be much better to tuck the paper in his pocket until a waste box or basket could be reached. Life is so largely a matter of habit that probably after only a few "forgettings" on Johnnie's part, he will take it as a matter of course that waste paper should not be thrown on the pavements or lawn.

"One would like to see some of the women's clubs of London take to heart this matter of clean-up day. There are in the city any number of vacant lots, which by the end of summer are most unsightly with long grass, burrs and other weeds. In many instances, these spaces are not available for building lots for several years, because perhaps of legal tangles, lack of title deeds, etc. In the meantime why should they be allowed to remain so unsightly when each one might become a miniature park or beauty spot? One feels certain that the owner would in some cases be more than willing to have his property kept in order and beautified.

Beautify Vacant Lots.

"The Union Mothers' Clubs would be a fine organization to take hold of such a proposition. A trial might be made, at all events, on, say, two or three lots in different parts of the city. Two or three days' work on the part of a capable man would do much towards getting the lot into shape, and—let the children do the rest. Once enlist the sympathy of the neighborhood boys and girls in such a plan, and they will be eager to help. The beautifying need not be elaborate, but what an improvement to see a sward of green grass, a well-kept flower-bed, and a riot of gay nasturtiums clinging over the fences in place of what now exists.

"Is the idea not worth taking into consideration, Mothers' Clubs of London?"

The ads. of the hardware firms occupied considerable space.

London is not the only place that has taken up the "Clean Up and Paint Up" movement. Hundreds of towns and cities throughout the Dominion have taken a hand in the movement. In many places the week of May 4 to 9 has been set aside for "Clean-up Week." The mayors of various municipalities have issued proclamations calling upon citizens to join in the movement. In one town a half-holiday has been proclaimed and the citizens of the town are going to turn out in force to assist in the movement to make their town a better place to live in.



J. G. Steel & Co. ad. occupied space 4½ x 4½ inches.

The "Clean Up and Paint Up" movement is worthy of the support of all classes of people and the results so far have been beyond the expectations of those behind the movement.

PAINT UP HOUSTON.

(An editorial in the Houston, Tex., Post.)

The Post is here to boost business and the incidental purpose of this comment is to promote the paint trade in this locality, and to stimulate activity among the painters. Houston is the biggest paint market in Texas. It buys more paint than any other town in the State and sells more, but the trouble is, not enough is sold to the people of Houston, and we should like to see the local trade hum for about six weeks as it has never hummed before.

The time has come, you observe, when the carnival managers are telling us of the great attractions they are securing for the annual carnival. It reminds us that the carnival is not so far away that any of us can neglect preparations for it, and one of the preparations is to paint the many rusty and dingy spots of the town which we should dislike very much for visitors to see. We are hoping, of course, that Houston will make this year the very best appearance it has ever made. It is desirable to have the old town as bright and clean as possible, and nothing can add so much to appearances as fresh paint.

We have despaired of inducing the owners of the rotten, ramshackle frame awnings in the business district to tear them down and install something modern, but maybe they can be induced to buy a little paint. That would help some. Then there are some ancient brick shanties in the business district that are as filthy without as they are within. A coat of paint on the outside would at least save the eyes of the visitors.

The time has long since gone when paint could be regarded as an extravagance or luxury Paint is one of the necessities. Paint is a preservative. Therefore, it is economy to paint. Paint is sanitary. Paint destroys the countless millions of germs that infest wood. A rotten timber can produce enough dangerous germs in a day to keep a doctor busy for a month. Hence, we conclude that if Houston were given a general painting, the health of the community would improve so much that half the doctors could go over to North Carolina and enjoy a month of gout without in the slightest degree neglecting the interests of their patients.

It is natural for visitors to size up a town by appearances. A dirty, rusty town appeals to nobody, and we must keep Houston from such unsightliness as will cause people to think we are on the down grade. With the municipal authorities repairing and cleaning the streets, and individuals painting their houses and cleaning their premises, we can count upon commanding the admiration of the many thousands who visit the city.



This ad. of Cowan Hardware occupied a space 6½ x 9 inches.

In appealing for patronage for the paint dealers, we are far from attempting to advise the public as to the merits of the various brands of paint. We are merely certain that the poorest paint made can greatly improve the appearance of many of the rusty shacks and dingy walls in Houston, to say nothing of many pretentious structures that were considered attractive before they were permitted to become dirty through the neglect of owners who have failed to learn the manifold virtues of paint.

WAR AFFECTS BUSINESS.

Cleveland, Ohio, April 23.—The Iron Trade Review to-day says:—The opening of hostilities at Vera Cruz has distracted attention from business to a very large extent, and has caused no end of speculation as to the effect of a war in Mexico on the great industries of the country. So much will depend upon the proportions which the Mexican war assumes that it is idle at the present time to attempt to predict whether business will be improved or not.

At the present time dullness continues, with a tendency in the case of some products toward lower quotations. Coke is quiet, and many ovens have been placed out of commission. There is very active competition in sheets.



Purdon Hardware Co. ad. occupied space 8 x 15½ inches.

The Town That Got the New Factory

Prepared by Hardware and Metal for use in Newspapers.

SEVERAL years ago a party of three American manufacturers visited a number of cities and towns in Western Ontario. They were looking for a suitable location for a branch factory. The nature of their business made it necessary for them to find a place where cheap power was obtainable and where shipping facilities were of the best. After an exhaustive tour of inspection, the choice narrowed down to two towns, both of which offered all the advantages that were so urgently required.

All other things being equal, the manufacturers settled on the town which had pleased them most. One was a town of neat homes, well-kept lawns, well-trimmed trees—one of those home-like appearing places which seem to literally exude comfort and which appeal to the stranger with a promise of comfort and happiness. The other town was a straggling place, with muddy streets, few shade trees and a general appearance almost of squalor despite the fact that, as communities go, it was a fairly wealthy place.

Need it be added that the first town landed the new industry?

It is worth noting that this industry to-day employs over one hundred hands, all skilled men, and has done much to increase the prosperity of the town.

It is not necessary to adduce any proof of the fact that a good appearance is the greatest asset that a town can have. An attractive place draws new residents and new business; an unattractive town repels.

It becomes, therefore, the duty of each and every citizen to do all in their power to make the home town attractive. The share that each individual can bear in the work consists largely in making the home comform to the general rule of attractiveness. Keep your yard clean, your home well painted and in good repair, your lawn neat and well-trimmed.

And start in to do it NOW. Make sure that you will have the neatest home in town by the end of "Clean up and Paint up" week.

Everyone Should Take Part in Campaign

IF by giving a little time and a little energy you could help to make this city a more desirable place to live in, raise the value of property and incidentally increase your own personal store of wealth, would you hesitate about it?

Then, here's your chance.

The "Clean up and Paint up" campaign will help to improve the town to make it more attractive and to raise its reputation with the outside world. If the enthusiastic support of every citizen can be enlisted it will do more toward improving the town than the expenditure of large sums of money on parks and public improvements.

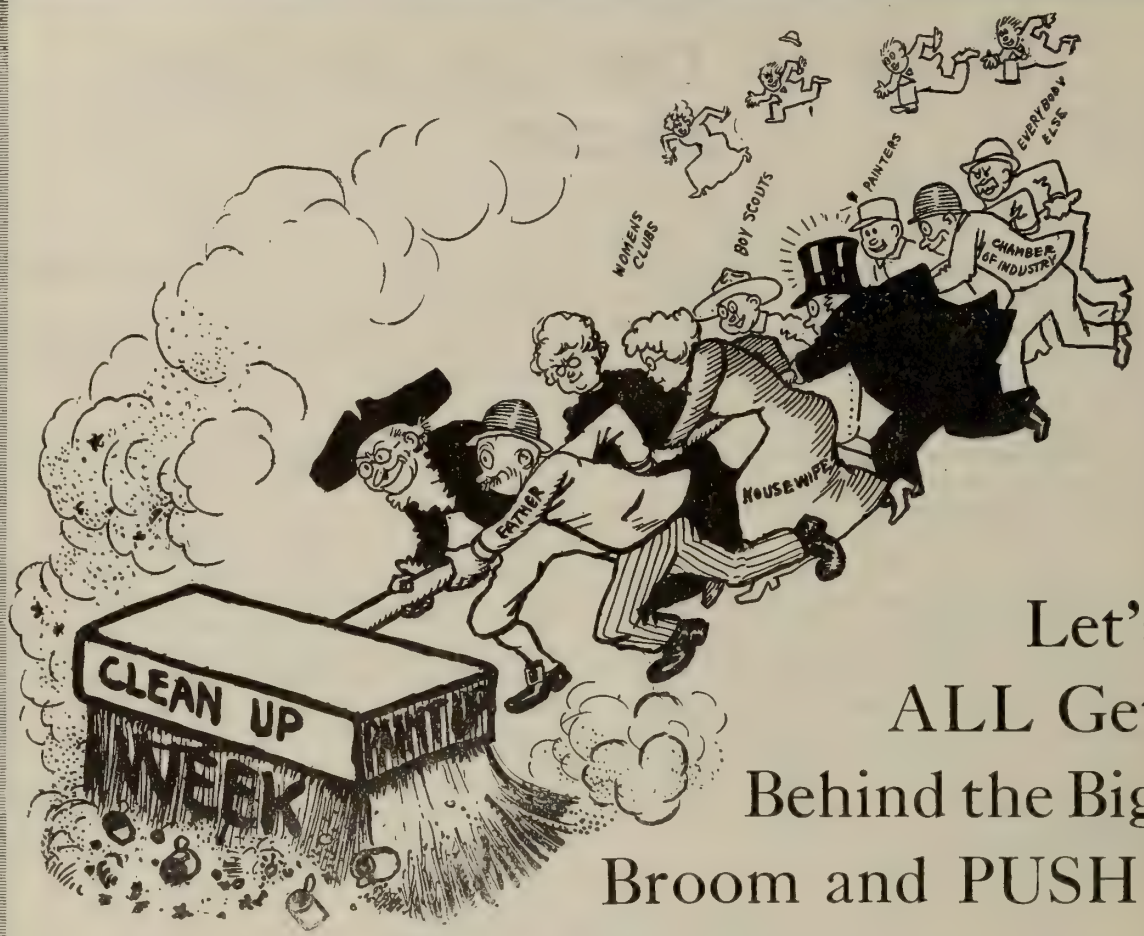
Are YOU going to do your share?

This question is addressed to everyone—householder, housewife and school child. Everyone in town from His Worship the Mayor to the tots in the primary classes can do their share of the work.

In many American cities "Clean up and Paint up" campaigns have been started and carried through almost entirely on their own initiative by women's clubs. They have organized themselves into committees, secured publicity for the movement in various ways, enlisted support in all directions and during the week set aside for the purpose, have taken an active share in the work. This shows what an important part the women of a town can play in this movement for a cleaner and brighter A———. As for the school children, they can do their share by helping to clean up their yards. Here is a suggestion which might be carried out with good results. Let the children also help by carrying out plans for the improvement of school yards. School yards are often among the least tidy and attractive places to be found. Arrange with the pupils to stay after school some afternoon, and allot a task to each. Set them to raking and leveling the playground, planting flower beds and so on. Their interest might be raised to such an extent that they would endeavor to keep the playgrounds attractive the whole year around.

The support of every person in A——— is needed to make the "Clean up and Paint up" campaign a success.

Support it yourself and get others to support it.



Let's ALL Get Behind the Big Broom and PUSH!

LET'S make Cleanville more beautiful, more healthful, more progressive, more livable. Let's stimulate business and civic pride. Let's make ourselves better satisfied with our own hearths and our own little city. Let's be "All Together" in this big "Clean Up and Paint Up" campaign and BOOST!

Just see what a difference a little paint will make in that store front, porch, verandah, window sill or garden fence.

See how easily you can transform that front lawn, back yard and alley into your own little beauty spot that will radiate good health and happiness.

Then there's the cellar that's virtually crying for broom and whitewash brush. The garden gate that probably only needs a few nails and a strip of wood, and the weatherstained front door only a little varnish.

Get out your brooms, your brushes, your rakes, your hoes and see what a big difference you can make in *your* home; see what a really beautiful, livable city we can make out of our own little Cleanville.

But much of the work cannot be done single-handed. If there is some improvement about your home or store that you cannot accomplish yourself, just let us know about it and a corps of eager, energetic citizens will soon be around to give you assistance.

And in this respect we need your own, personal co-operation—we need the co-operation of every man, woman and child in Cleanville. Two-hour squads are being made up to handle the larger, more stupendous work. Get in on one of these Clean-Up Squads and get the fullest enjoyment and personal satisfaction of seeing our little city the most beautiful and healthful in Canada. Just fill in the Volunteer's Coupon herewith and let us know the two-hours' time you can best devote to this co-operative work. Send in the Coupon *to-day*.

CLEANVILLE BOARD *of* TRADE

VOLUNTEER'S COUPON

I volunteer to work for at least two hours on the following day or days mentioned below during the "Clean-up, Paint-up" Campaign under the direction of a crew captain.

Name .....

Address .....

Day or Days Volunteered .....

Suggestion for Advertisement.



Who'd Pay Twenty Dollars for a Ten-buck Suit?

NOT many of us—if we knew anything of clothes. And yet, in the matter of paint, how often some of us make a similar mistake and find in the end our purchase possessed only half the beauty, endurance and preserving power a really good paint should? Usually the value of

BENSON'S PAINT

is not reckoned by its high price—even though that would indicate its quality—but is based more generally on that bright, beautifying appearance and weather and wear-resisting qualities it gives to your home or store.

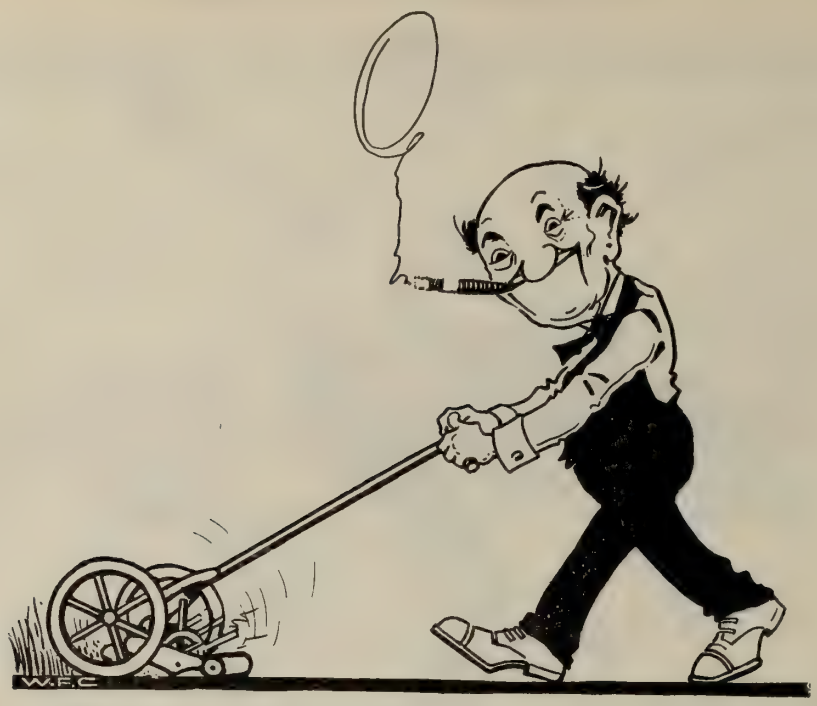
Benson's Paint is the Paint of Permanence—as good as the best of materials and thirty years of "knowing how" can make it.

If you want to get real, lasting satisfaction and pleasure out of these "Clean-Up" days, just drop in and see us and familiarize yourself with the beauty and economy of Benson's Paint.

Whatever tints or shades you are most interested in you are sure to find it in this complete range, already mixed, ready for use. Shall we expect you to-day? We're open till ten.

Chapman & Son

Suggestion for advertisement.



THERE'S a sublime satisfaction and contentment accompanying this "Clean Up" spirit, and the more conscientious are expressing their enthusiasm not only on the inside and outside of their homes, but in the garden as well. We recently completed arrangements for a large stock of goods at the lowest market rate, and to enable everyone in Cleanville to express his personality in the neatness and beauty of his own lawn we are offering

Greatly Reduced Prices on

GARDEN TOOLS

During "Clean-Up" Week

Here you will find the most dependable lines of garden tools in Canada—lawn mowers, shears, rollers, rubber hose, spades, rakes, hoes, trowels, garden accessories, etc.—everything you need to beautify your lawn and garden.

Just look over your garden NOW and see what a real difference you could easily make in a short time with the proper tools. Visit our extensive assortment of garden tools *to-day* and judge for yourself if they are not the greatest value ever offered. See this line of tools NOW, while the range is complete.

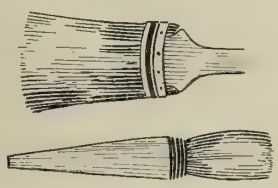
Main St. — JOHNSTON'S HARDWARE — Phone 15

Suggestion for advertisement.

Get the "Clean-Up, Paint-Up" Spirit



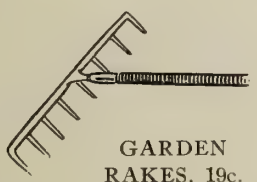
BEST QUALITY
READY-MIXED PAINT



PAINT AND VARNISH
BRUSHES FROM 19c.



FLOOR
MOPS
23c.



GARDEN
RAKES, 19c.



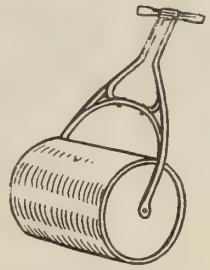
GARDEN BARROWS
$3.00 UP

JUST make your own home and garden truly reflect the spirit of progressiveness and "personal pride" that is distinguishing Cleanville these "Clean-Up" days. Jump into your overalls, get the "Clean Up" spirit, and see what a real difference you can easily make in your own home. To enable every one to make the most of these "Clean-Up" days we are displaying

The Largest Range of "Clean-Up" Supplies in Cleanville

The few items illustrated herewith give only a hint of the extensiveness of this display and the great values offered. To appreciate these values most fully it would be well to come and see them personally and compare them with anything you have ever seen before. Only then will you fully realize the real economy of this extensive range. But it would be well to come in as soon as possible—to-day—as many of the items are fast diminishing. Make it a point to see this line *to-day*. We will be open in the evening.

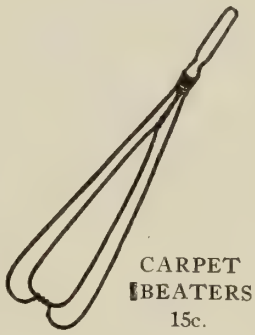
WATSON & CLARK



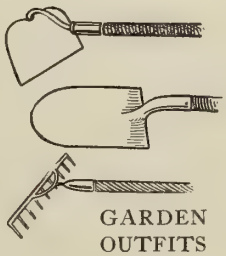
LAWN ROLLERS
$5.00 UP



GARDEN SPADES
FROM 75c.



CARPET
BEATERS
15c.



GARDEN
OUTFITS
FROM 1.25



WATER PAILS
FROM 19c.

Suggestion for advertisement.

HARDWARE AND METAL

VOL. XXVI. No. 16 Toronto, Canada, April 25, 1914 Two Dollars per Year

The Value of Display

ELSEWHERE in this issue a hardware salesman tells how he re-sampled a large section of a tool department during spare time. For the salesman or merchant who wishes to succeed, there is probably no better method for employing spare time, than by re-arranging the stock and displaying the various lines of goods in such a manner that they will appeal to the public. One merchant who has made an exceptional success of his business, attributes much of his success to the fact that he devoted his spare moments to re-arranging his stock, and devising new ideas for displays. His store is always attractive, and he has built up a large trade through attractive displays. The first feature of display is to get the goods where they can be seen without looking for them. The better you show the goods the more you will sell. Displays should always be attractive and inviting. During the busy seasons some merchants and salesmen are inclined to think that they have not the time to spend in arranging stock and keeping it clean. We know that it requires a great deal of time and effort to do this work when other duties are urgent, but we also know that the majority of really successful merchants or salesmen have always been able to find time for work of this kind.

Do not be afraid to make changes in your store in order to display your goods more attractively. You might as well chain your body to a post, as to chain your business to an immovable and unchangeable policy. A good, clean display is a good salesman, always ready to create sales. This fact has been borne out by the experiences of the salesman who contributed the article on display, found elsewhere in this issue.

The Business Situation

BUSINESS in some lines appears to be moving along at a pace slightly under the speed of a year ago. During the first two weeks of the month, business with hardware jobbers was very brisk, principally on account of the shipping of spring booked orders. During the past week business generally has tapered off slightly, but this condition is usually experienced at this season of the year. Business will no doubt be greatly accelerated when better weather conditions prevail. Hardware jobbers appear to be quite optimistic, and while admitting that business is harder to secure this year than last, they expect that the business of the year will turn out satisfactory. The metal markets have shown no change and only a limited amount of business is passing. Buyers appear to be cautious and are only ordering in small lots. There have been many recent declines in the prices of hardware and kindred lines. Paint manufacturers report that business with the retail hardware trade has been up to normal and in some cases better than last year. In the larger cities there still appears to be a large number of unemployed. The situation with regard to the unemployed has been relieved to some extent by the commencement of building and municipal improvement in many places. It is interesting to note that many of our principal cities are looking forward to development of exceptional character during the coming summer, and in many Eastern and Western cities there will be expenditures which will be reasonably termed somewhat exceptional.

Our cities therefore have not any reason to look upon the coming summer months with any degree of gloom. In so far as the agricultural classes are concerned, they are still enjoying very high prices for their products, that is, those who have given attention to mixed farming. In the West where the inclination now is to give some attention to the raising of cattle and hogs a very decided change is taking place. Hogs and bacon products are being shipped eastward, whereas a year ago the east was shipping many cars every day to the West. To the increased product of live stock the farmers this year will be in a position to add the product of a largely increased acreage.

Seeding operations have already started. The next few weeks will be watched with keen interest as they have in them a very important factor in shaping the trend of business. The temperature in the West has been steadily improving as indicated by official returns. As the season advances there should be an all-round general improvement in conditions.

Destruction of the Fly

RATHER startling statistics were presented in last week's issue on the rapidity with which the dangerous housefly reproduces. One healthy, normal fly—and they are all apparently the picture of health—that emerges safely from winter quarters, means that before the summer wanes there will be a million or more from that one ancestral stem.

Some one has said that the greatest exponent of the multiplication table is the guinea pig. But surely the housefly deserves the honor—or rather, the distinction.

From a health standpoint the fly is undoubtedly dangerous and it lies within the power of the retail hardware merchant to do a great deal to overcome the ravages of the fly. The article in last week's issue was a timely one, as the fly season will soon be here. The time to sell fly destroyers, swatters, traps, etc., is not in midsummer when the numbers have reached countless proportions, but now when the few flies that have braved the vigors of winter can be easily killed. Retail hardware merchants cannot be urged too strongly to do everything in their power to overcome the ravages of the fly. Hardware men can do their share by featuring, and pushing the sale of sanitary garbage cans, milk containers, meat and dish covers, refrigerators, fly traps, fly swatters, poisons, exterminators, screen doors, windows, etc. In addition to making profits, the merchant will be doing the public a good service by showing how the fly pest can, to a great extent, be exterminated. A hundred flies destroyed now means millions less in August. The housewife should be informed of this, and when she once realizes it, the merchant should have no difficulty in selling fly destroyers now, and screen doors, etc., a little later on.

"Clean Up and Paint Up" Campaign

THE "Clean up and Paint up" movement has spread throughout Canada with surprising rapidity. The expectations of Hardware and Metal have been more than realized. The campaign promises to be one of the greatest boosters for the paint business ever attempted in Canada, and the success being met with this year will urge manufacturers, newspapers, the public and ourselves to even greater efforts next year.

The "Clean up and Paint up" movement will from now on be an annual event in Canada. When Hardware and Metal commenced a few weeks ago to boost the "Clean up and Paint up" movement in Canada, letters were sent to a large number of Canadian daily and weekly newspapers, asking for their co-operation in the campaign. We received a splendid response, and we now have in our office hundreds of editorial clippings boosting the movement, taken from various newspapers published in Canada and extending from coast to coast. In many instances reading matter prepared by Hardware and Metal has been used. We fully realize that Canadian newspapers are willing to do their share in assisting in any movement that promotes cleanliness, thrift and civic pride. We were also fortunate in securing the assistance of "Printer and Publisher," a sister publication, published by the MacLean Publishing Co., publishers of Hardware and Metal. "Printer and Publisher" is a trade paper devoted to the publishing trades as the name denotes, and goes to every newspaper office in the Dominion. "Printer and Publisher" has fallen into line with Hardware and Metal and is working from the other end, influencing the newspapers to take up the idea, joining with the retail merchants. With "Printer and Publisher" reaching the newspapers, in addition to the weekly letters being sent out by Hardware and Metal, and with Hardware and Metal going out weekly to the Canadian hardware trade, it can easily be seen that there is a powerful influence behind the campaign.

But that is not all. Municipal authorities in many places have been approached, and in several towns and cities proclamations have been issued calling upon the citizens to lend a hand in the "Clean up and Paint up" movement. In one town a half-holiday has been proclaimed for the purpose, giving all the townspeople an opportunity of joining in the movement. Boards of Trade, Boards of Health, Fire Departments, Women's Clubs, and Police Departments in many places are actively engaged in carrying on the good work. Retail hardwaremen have also fallen in line and hundreds of special advertisements are being issued in the newspapers. Elsewhere in this issue, we show four ads. which appeared in one issue of a daily paper.

The movement is not confined to the cities, but is being featured in many of the small towns and villages. The fruits of the movement will be reaped from now until the end of May. Let all hardwaremen do their duty.

In this issue we are showing prepared advertising suggestions which may be used by hardware merchants. Take them to your local newspaper and have them inserted next week. Now is the time to reap a rich harvest of paint and cleaning necessity sales. Hardware and Metal is not looking for publicity in this campaign. Our idea in starting to boost the campaign, was to get the newspapers interested, and to create sales for the retail hardware merchant. We believe that we have succeeded in creating a greater interest in this campaign than has ever been attempted in Canada, in a campaign of a similar nature. We are receiving our reward in the hundreds of newspaper clippings and advertisements of hardware merchants, that are daily reaching our office.

Editorial Briefs

"CLEAN UP and Paint Up."

• • •

KEEP MAIL ORDERS at home.

• • •

SALESMANSHIP IS THE art of persuading people to purchase products at a profit.

• • •

THE SCIENCE OF business is the science of rendering service. He profits most who serves best.

SWAT OR POISON the fly.

• • •

A MAN'S FIRST consideration is his business. That's why the majority of successful business men read the leading trade paper devoted exclusively to their business.

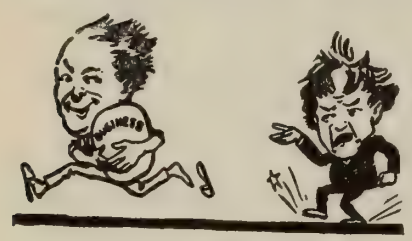
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THE RETURNS FROM a retail business are in a great degree proportionate to the amount of goods sold above the actual demand.

How to Keep Mail Orders at Home

Mail Order Competition Cannot be Combated by Attacking the Methods of Mail Order Houses—To Give a Black Eye to Mail Order House Encroachment, the Ideal Merchant Will Apply Scientific Salesmanship to His Business.

SINCE the mail order business developed to such proportions we have seen schemes galore, of every conceivable nature, professing to meet mail order competition. This competition is being met, and successfully met, too; but those who are meeting it are apply-



Don't Cry Thief! Thief!

ing scientific salesmanship to their businesses. There is no use denying the fact that the mail order houses are wonderful merchandisers. But competition cannot be combated by attacking their methods because they are successful, or arguing about price because they sell at a low price. To give a black eye to mail order house encroachment in any community the ideal merchant will apply scientific salesmanship to his business. That is all that is necessary — nothing more.

The greatest profession in America to-day is merchandising—selling goods. Everywhere merchants are calling loudly for more salespeople who know how to sell goods. A high percentage of clerks, both in large and small stores, do not apply modern methods to their selling. They have not been taught how. They need instruction. They need a full knowledge of what they have to sell, mixed with good old common sense.



Demonstrate that a dollar buys a full dollar's worth at your store.

There is no open mind that it is not desirous for improvement, regardless of previous training or years of service. There is nothing so fascinating as salesmanship when the spirit is once grasped. Every man who comes in contact with men is bound to develop this spirit if it is once begotten. Every merchant can make more money by systematically training clerks to sell goods—which, of course, means how to treat customers.

Don't Knock.

You can't stop mail order houses from running off with your business by crying "Thief! Thief!" Talking loudly about the "unfairness" of these outsiders only draws attention to them and their prices. Anger, jealousy and open antagonism disgust people and make them shy off from your side of the road. If a man has bought fair stuff from a catalogue house, he will not believe you if you call it "rotten." There is a better way to use your breath.

Go at it this Way.

You've got to compete on a quality basis. You can't meet price with price.



Apply Scientific Salesmanship to your business.

Create confidence in the goods you sell by stocking only good goods bearing real values—articles which the manufacturers stand behind and you back up. Lowest priced merchandise is not cheapest in the long run. Educate customers to pay your price by not talking price. Sell the quality; price is secondary if you prove the superiority of your goods. Show that you are selling honest merchandise—sound to the core. Demonstrate that a dollar buys a full dollar's worth at your store.

Face to Face.

This point is in your favor. You come in personal contact with your customers, while the mail order house must sell by the printed page or printed letter. They can talk just as alluringly about a hundred-dollar piano as about a thousand-dollar one; or about a jackknife that is made of tin as about one that is made of the finest Sheffield steel. But "absent treatment" cannot convince like face-to-face talk right in your own store—right under your influence. You can personally explain the advantages of your goods and demonstrate them. You can personally prove



Tell the people you have the goods.

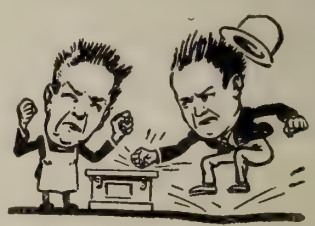
quality. You can personally meet objections. Your customers can actually see and feel the goods; nothing needs to be taken for granted.

Some Practical Examples.

Here are suggestions for "selling talk" to use when you meet your customers face to face.

Your customer asks: "What fabrics have you that are suitable for a house dress for myself, and that are equally suitable for dresses and play suits for my children?"

You explain: "We have several, madam, but I recommend ——— galatea. Here it is. Feel of it: see how soft it is, yet how firm and strong it feels. That's because it's made of long-staple cotton and is close woven. Then, too, madam, you know that ——— galatea has been the standard for years—no one has succeeded in making a better quality. Here are the blue striped effects; and here are some dainty checks. The striped goods will make a pretty home dress for you, and you couldn't



Don't get into an argument over price.

get a handsomer and more durable piece of goods for a girl's dress or a boy's play suit than this check. Yes, the colors are fast—wash them all you want to—you'll find that this galatea is the best wearing material you ever bought."

Or you are selling a hoe, and you say: "Here's a fine hoe! Examine this handle; it's straight grained, made of tough, seasoned ash and bent into shape, not sawed with or across the grain. Does not split off when you give a good, stiff stroke.



Advertise in Your Newspaper.

"This hoe is made of best tool steel, tempered just right—not so soft that it will lose its edge, and not so flinty that you will break a piece out of it every time you strike a stone.

"It's the right weight, has the right 'set,' the right 'hang,' and it feels right in you hands. It's made so you can do the most work with it, and do the work easily. Not the 'cheap' kind, made just to sell. It's a hoe you can depend on."

All the selling points you advance about any goods demonstrate to the customer that you know your business. It begets more confidence. Every manufacturer with whom you are doing business will be glad of the opportunity to furnish you the salient points about their articles which you have on sale. Write to them for needed information, and you will find how ready they are to help you sell.

Be a Salesman.

Learn to be a seller, not a delivery clerk. "Tending store" will never put a clerk's name over the front door. Get out of the "take-it-or-leave-it" style of talk. Don't say, "There it is, over there"—take your customer to it, and tell him all about it.

Keep looking up new and better selling arguments. Learn your stock between customers' visits. Learn to know value. Keep busy. Keep enthusiastic. Keep everlastingly at it. Don't get discouraged because some few customers buy from mail order houses. You can hold your old customers and make a host of new ones.

If a customer comes into a store and the clerk sells him only what he came into the store to buy, that is not salesmanship. To sell this customer something else, to influence him to come again, to make him feel that the clerk is doing him a service in serving him, that is salesmanship.

Encourage your clerks to read all salesmanship literature that they can possibly get. Influence them to read the folders and booklets sent you by manufacturers. They will undoubtedly use on customers the arguments set forth in this literature. Talk to them collectively and individually about salesmanship. Saturate them with the spirit of selling. The largest stores in the largest cities hold sales conventions for the benefit of their employees. They train them: they try to make them worth more money to themselves by making more money for the house. The same principle should govern every store in America, even though there is only one clerk employed. Even if the owner does all the work himself, he should use the same opportunities for his personal improvement.

The Cleveland Stone Co., Cleveland, Ohio, has published a very interesting booklet entitled "How to Keep Mail Orders at Home." We find in the booklet, many items which will be of interest to our readers, and worth reproducing. The illustrations have also been appropriated from the booklet.—Editor.

Manufacturers Will Help You.

As you study line after line of the guaranteed goods you are selling, read all the literature which each manufacturer sends to you. Have you been throwing away their booklets, folders, circulars and letters? Quit it. You've been losing some of the strongest arguments to overcome mail order invasion.

Manufacturers are spending fortunes to get dealers and consumers to know the processes of manufacture, the high quality of materials, the perfection of finish of their nation-known merchandise. This well written, finely illustrated, convincing printed matter is invaluable to the merchant or salesman who is after "big game." Besides these, you probably receive bright, neat store cards, window trims, counter displays and similar busines bringers. By all means put these up prominently, for they tell that you sell the goods customers see advertised in their favorite magazines or farm papers.

Suppose your manufacturers haven't given you enough information. Ask them for more! They are always glad to tell you additional selling points of their goods. You will find the facts mighty interesting—as will your customers. And interest makes sales! Try this method on every line of goods.



By all Means Advertise.

Again We Say—Preach Quality.

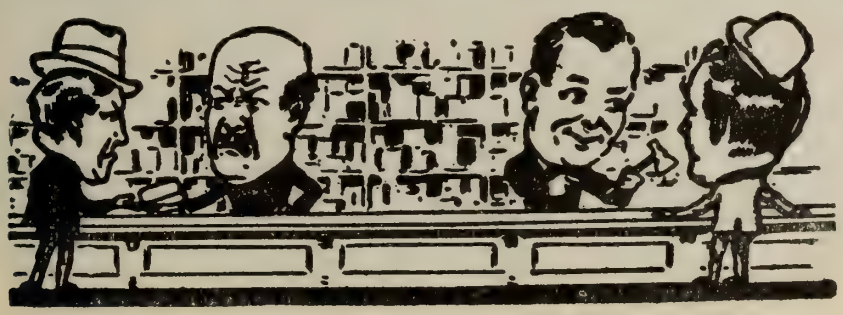
No salesman should ever get into an argument over price. It is the value of the goods that you are selling. If customers are convinced of value, then price is secondary. If the quality of the article is not presented correctly, and with conviction and enthusiasm, selling goods does become a matter of price. Under such conditions the clerk who is handling the transaction lowers himself to the level of a slot machine or an auctioneer. A customer never went into a store and talked price unless allowed to do so by the clerk. It is perfectly natural for a man to say he can buy the same goods cheaper. Yes, and he could buy his clothes cheaper! But he bought his clothes because he thought he was getting his money's worth. It is safe to believe he will buy your goods, if you convince him that he is getting his money's worth.

Your Store is a Salesman.

Do you know that your store either draws or repels customers? Do you realize that a bright, clean store, well stocked, well kept and conveniently arranged half sells the goods?

Look around! Is your store inviting? Do your customers find fresh stocks of well-known goods evenly placed and prominently displayed? Have you a full assortment of sizes and styles? Have you plenty of salespeople to fill orders quickly Remember, you must get folks into your store before you can sell to them, just as the mail order house must get its catalogue (its store) into people's hands before it can sell to them. You know how bright-colored and alluring those catalogues are. Therefore, copy the "enemy's" tactics—have bright and sunshiny surroundings—keep things systematized—

(Continued on page 47.)



Be a Salesman, not a Delivery Clerk.

810 Samples on Box Fronts in One Department

Salesman With Purdom Hardware Co., London, Ont., Tells How He Re-sampled the Tool Department During Spare Time—A List of the Goods Displayed.

Written for Hardware and Metal by George A. Steer.

A REPRESENTATIVE of Hardware and Metal asked me to let the readers of his paper know how I re-sampled 450 boxes, showing 810 samples, during spare time in the month of February.

Stock-taking in the store was completed by the end of January. I started on Feb. 1 to take off the dull-looking samples, and after having repainted the box fronts the traditional "hardware green," I commenced to re-sample. I might state that the sale of tools has almost doubled as a result of my labors. The attention of customers is attracted by the bright samples and freshly-painted boxes. It is quite a common occurrence for customers who are in the store purchasing other lines, to step over to the tool department and examine some tool, which has been brought to their attention on account of the sample being shown on the front of the box. This move on the part of the customer gives the salesman a chance to show his selling ability. Mechanics very often come into the store and spend considerable time looking over the samples. In many instances direct sales are made as a result of the assortment shown.

I find it an easy matter to keep the tools in a clean condition. A paint brush is preferable to a feather duster or cloth duster for dusting samples. With a paint brush you can dust behind the samples and also remove the dust from crevices. The samples should be dusted out at least three times a week during spring, fall and winter, and every day during the dry and dusty weather, if possible. Great care should be taken to watch for and remove finger prints on the bright samples, such as chisels, hatchets, etc.

In undertaking to re-sample the boxes, I realized that I would have to do the work in sections in order to prevent confusion, and at the same time keep as many samples as possible on display during the period of time necessary for the work. On the first day I took the old samples off about one-third of the boxes in the first tier. I started about 4 o'clock in the afternoon, and by six o'clock had the samples off and the box-fronts painted. The paint was dry by the following morning and I then started to spend my spare time in re-sampling. This plan was followed out day after day until I had completed my task.

I started on the first tier to the left of the picture, as I considered it would take the longest to do, there being sixty boxes to paint, and 130 samples to be put on, the same taking me the best part of the first week.

After No. 1 tier was finished the rest came faster as the boxes and samples got bigger towards the end tier, and the whole job was finished on the 26th of the month, taking me almost the whole of February to do it.

As my work progressed, I found more than one of an old-fashioned article that



GEO. A. STEER.

had to be re-sampled, and by cleaning it with crocus cloth made it appear as if were new.

The dull and shop-worn samples I took off I placed back in the box after having cleaned them, and in this way they are disposed of at the regular price, they being the first articles to be taken out whenever that article is asked for.

A great deal of care should be taken in sampling, because poor sampling means poor sales. How much more impressive it is to look at a picture with a good perspective than to look at one that has that "I don't care" view to it. "Take it from me," the one with the most redeeming feature will be picked out every time.

Only a few weeks ago while looking through a magazine I ran across what might have been a first-class display of sampling, but alas! it looked as though some great shock had loosened the samples from their moorings and they were clinging to the boxes at all angles.

Nine out of every ten men know a straight line when they see it, so the slogan is, "Sample on the straight line."

One object I accomplished to my satisfaction was not over-crowding the samples. It isn't necessary, and what would make the sampling appear crowded and heavy is done away with. For instance, look at the first tier to the left; the calipers vary in length from 3 to 8 inches, and by placing a small pair to the left and as large a pair as the front of the box will allow, to the right, you form a combination that is hard to beat. The same rule can apply to all samples.

In pricing goods on the sides of the sample boxes, the same plan can be followed out. Have the cheapest price to the left, and towards the front of the box. It is an old rule to follow but a good one; it saves time and time is money.

The accompanying illustration shows only one section of the tool department. This section is 25 feet long and 9 feet high above the ledge. In this space there are 450 boxes of various sizes and 810 samples are shown. Re-sampling is therefore not a small task but nevertheless it is worth the trouble any time. Below the ledge are cases equipped with sliding doors. These cases are all equipped with electric lights controlled by a switch at the end case. In these cases large and heavy articles such as vises, pipe tongs, etc., are displayed.

The Goods Sampled.

There are ten tiers above the ledge and four cases equipped with double sliding doors below the ledge. The arrangement of the samples and stock is as follows:—

In tier No. 1 to the left are sampled calipers, scribers, pocket scales, depth, centre and thickness gauges, speed indicators, pocket levels and level glasses, steel tapes and all makes of belt punches, moulders' slicks, steel figures and letters, lock washers, tire tape, stenciling letters, all shapes of sewing-needles, pinking irons, nail and rivet sets, roller and spring skates, skate parts, brace jaws, bit levels and gauges, saw swedges, wand cutters, trade em-

blems, screw plates, drill chucks, tap wrenches and bitt gauges, etc.

In tier No. 2.—Washer cutters, trammel points, counter sinks, reamers, auger shell taper, centre, gimlet, expensive, car and mach. bitts, eye augers, scratch awls, hdld. cabinet scrapers, bench stops, trail blazers and meat axes, etc.

In tier No. 3.—Many makes of rule, file card gauge and common glass cutters, tie bevels, various sizes and makes of plane knives, bricklayers' beading tools, caulking irons, cape and cold chisels, plumb bobs, steel cabinet scrapers, steel and cotton tape-lines with various covers, and all makes of saw sets, gauges and pointers, etc.

In tier No. 4.—Tanged, socket, beveled and gun metal chisels, wood carving tools, steel dividers, spoke shaves, emery wheel dressers, brick chisels, mortise making gauges, etc.

In tier No. 5.—Saw, chisel, file and screwdriver handles; awls, screwdrivers, rifflers, mat hooks, automatic drills and screw-drivers, soldering irons, axe and hammer wedges, etc.

Tier No. 6 is devoted exclusively to various makes and shapes of pliers.

Tier No. 7 to wrenches and clamps.

Tier No. 8.—Hammers, lathing and shingling; hatchets, carpet stretchers and tack pullers, etc.

Tier No. 9.—In the case at the bottom we have taper, straight and bit-stock drills; stove, plug and machine taps, and stocks and dies for same.

Above the case hack saw frames and blades, all lengths, mortar and plastering trowels, etc.

Tier No. 10.—Slim and taper files, all makes; draw-knives, piano wire, mach. hammers, carpenters' pencils, lumber crayons, soap pencils and oil stones.

Below the ledge in case No. 1 on the left are sampled planes, wood and iron, of every size and shape.

Case No. 2.—Every make of vise from the small hand to the large 4½ in. jawed bench vise.

Case No. 3.—All sizes of flue cleaners, chain pipe wrenches, large iron and door clamps, nail pullers, all sizes of ripping bars and hdld. mach. hammers.

Case No. 4.—Wire and steel belt lacing, cement workers' tools, brick and sledge hammers, track mauls, and all sizes of flat, half rd. and rd. and special shapes of files and all makes of rasps.

On the shelf at the top of the cases all the way along is kept the reserve stock as much as it will hold. The shelf is 1 ft. wide, while the cases are 3 ft. high 4 ft. long, and 2½ ft. deep.

A want-book hangs at the end of the ledge, and by entering the wants in it before we are out of any line, say when we have a sixth or a quarter doz. left, that much-dreaded and oft repeated saying, "We are just out," is entirely done away with.

Always have a supply on hand and your customer will always come back to you, knowing that he can get what he wants when he wants it.

There's always the fellow who is in a hurry, and hasn't time to wait until you get it for him. Then you have to listen to him say, "I'll go to another store," which can't help but hurt the feelings of the live salesman.

Keep your stock up. Show samples whenever possible. Keep the samples clean and bright, and the chances are that the tool department of your store will become the mecca of a large percentage of the mechanics of your town or city, and the surrounding districts.



Sectional View of Tool Department in Purdom Hardware Co.'s Store, London, Ont.

KEEPING MAIL ORDERS AT HOME.

(Continued from page 45.)

in "apple-pie" order. Many a merchant whose stock is first class, loses sales because of a poorly lighted, dusty store.

By All Means Advertise.

Every merchant in the small town should be an advertiser. He has the same opportunity to tell the community what he has for sale as the big city merchant, only using different mediums. The principle of good advertising is identically the same, but it must be applied differently.

Here's where the manufacturer again shows his willingness to co-operate. He will send you complete advertisements—picture and text—all ready to add your name and insert in your local daily or weekly newspaper. Or he will send you cuts of the article you want to push, and you can write the descriptions yourself.

This plan has proven a wonderful business getter all over America. If the catalogue houses can draw all their business through advertising, you can surely draw extra trade by the same means.

Draw a Circle Around You.

In order to determine your field of sale, draw an imaginary circle around your store, reaching out as far as you can hope to influence customers. This gives you your field of sale. Then get the name of every possible customer in the circle to whom you want to sell. You undoubtedly know every one of them or they know you. Your influence in the community means something or you would not be a merchant. As you compile this list you may be reasonably sure that mail order houses are flooding the same homes with printed matter and letters, trying to make sales. These houses are calling the attention of your customers and possible customers to the same kind of goods that you have in your store. They are talking to them alluringly about each article, giving

(Continued on page 62.)

Doing Retail Business on a Strictly Cash Basis

An Interesting Story, Telling How a Manitoba Hardware Firm Has Been Doing a Cash Business for Eleven Years — Cash Discounts Pay for Help—Experience of Another Dealer.

A REPRESENTATIVE of Hardware and Metal called at the store of Moody & Son, Selkirk, Man., last week, and while he was standing at the counter, a wagon drew up and delivered a consignment of glass. It developed during a conversation that this glass was ordered and paid for by a customer, and was just arriving from the manufacturer. This was so unusual a procedure in a Western Canada store that Mr. Moody was asked the why and wherefore. "We run a cash business," he replied, "and we have been running it for eleven years. We found that we had not the sizes of glass required for that customer, so we measured up his requirements, took his fifteen dollars, and ordered the glass. That's the best way to do business."

Mr. Moody smiled as though he had discovered a cure for some formidable disease. He smiled like one who had found a smooth track to run in. And that's what it amounted to. James Moody, eleven years ago, made a bold experiment. Prior to that he had always given credit; he decided to run his business on a cash basis, and it is still running. This will be interesting news to many hardwaremen in the West who have tied themselves down with a credit system. For their benefit Hardware and Metal's representative asked Mr. Moody for further particulars, and these he gave willingly.

About thirty years ago, Mr. Moody became manager in the department store of Captain William Robinson, at Selkirk, and one of their principal lines was hardware. After holding this position for six years, he built a store for himself, and began business under the name of Moody & Sutherland. Later he sold out to Mr. Sutherland, who sold the business to Pook & Son, who, with Robinson's and Moody's are the only three hardwaremen in town.

Mr. Moody received six thousand dollars for his share in the Moody-Sutherland business, and with that he purchased the corner of Manitoba and Eveline streets, spending every cent he had on this building. He sold the front to a bank, and opened up for himself in the other part in the hardware and other lines. To do this, he had to get credit from the wholesalers for he had no spare cash of his own, having invested it in the building.

It was at this time—in 1903—that he resolved in future to do business only for cash. He decided to buy stock and keep it there to look at, if he could not sell it, and would keep it there until he did sell it. But the business came. There were people in Selkirk who knew James Moody, and knew him to be a business man, from whom they could get a square deal. Gradually he was able to pay off his wholesalers, and it was not long before he owned the store and the stock as well. And to-day, as he said to Hardware and Metal, "if it rains for a month, I've no need to worry, for I have no payments to make. Bookkeeping keeps me in the store only a few hours each month.

"Of course," he went on, "there are other tradesmen in town to whom I have to give credit, who require their accounts rendered once a month; and there's the Government. I get some nice orders for the asylum here, some from the Dominion Government for public works, and some from the Indian Department. I give the Government credit, but I never lost a cent doing business with them. And while I give other tradesmen in Selkirk credit, there are some of them I do not give it to."



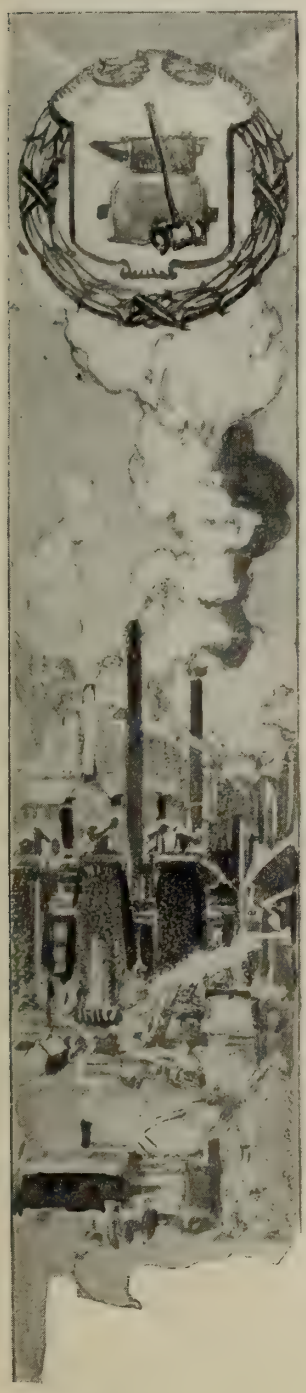
View in store of Moody & Son, Selkirk, Man. Mr. Moody, Jr., is behind counter.

Thinking that Hardware and Metal might not be believing all this, Mr. Moody went to the back of his store and produced his books. Opening them, he pointed out that all accounts with manufacturers and jobbers were paid off immediately, and cash discount credited. Mention of cash discount caused him to turn to a page on which he had been totalling his discounts, to see whether they amounted to anything or not. "They pay for my help," he confided to the representative of this paper.

It was suggested to Mr. Moody that Selkirk being a mixed district, and not purely farming, it might be easier for him to do a cash business than for a hardwareman further west, located in a purely farming com-

(Continued on page 53.)

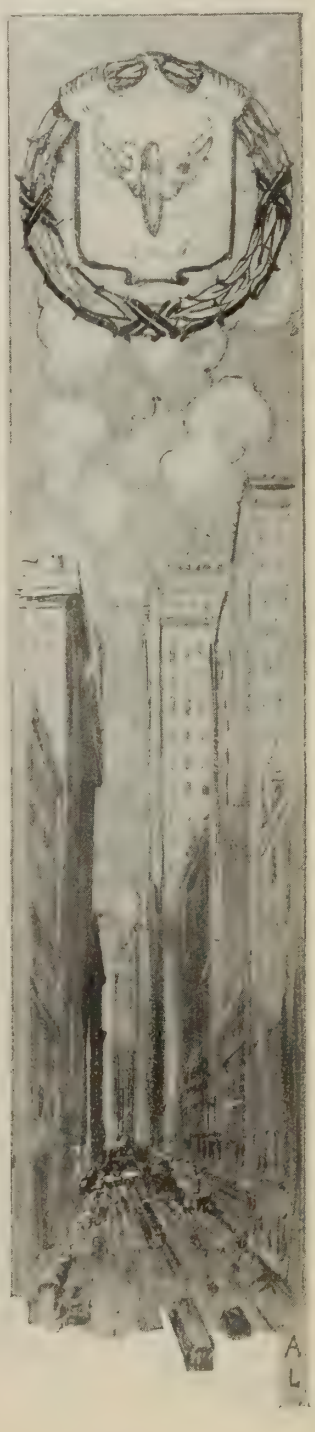




Efficiency of the Individual

By GEO. H. SHEPARD

Illustrated by A. LISMER



AN Englishman once said that the American business man leads a life of intense activity. He rushes to his office, after a hasty breakfast, reading the morning newspaper at the table or in the car, for lack of time to read it otherwise. He opens his mail, reads it hurriedly, and dictates the replies. He snatches a quick lunch in ten or fifteen minutes or goes hungry. He posts off to another part of town, attends a business meeting or two, meets representatives of several other concerns, hurries back to his office, reads and signs his mail, and hurries away to an evening meeting. Said the Englishman, "He has not been idle fifteen minutes all day, and he has not thought fifteen minutes about anything."

Such strenuous, intense, driven lives fill early graves and recruit the mad-houses, while they show little in the way of achievement in comparison to their enormous outlay of energy.

In exceptional cases men of unusual endurance drive themselves like steam engines and attain wonderful success; but there are at least well known instances where men of that type, in the physical slump that comes to men in later middle life, have gone down completely.

For the hurried, driven, and overworked there is relief.

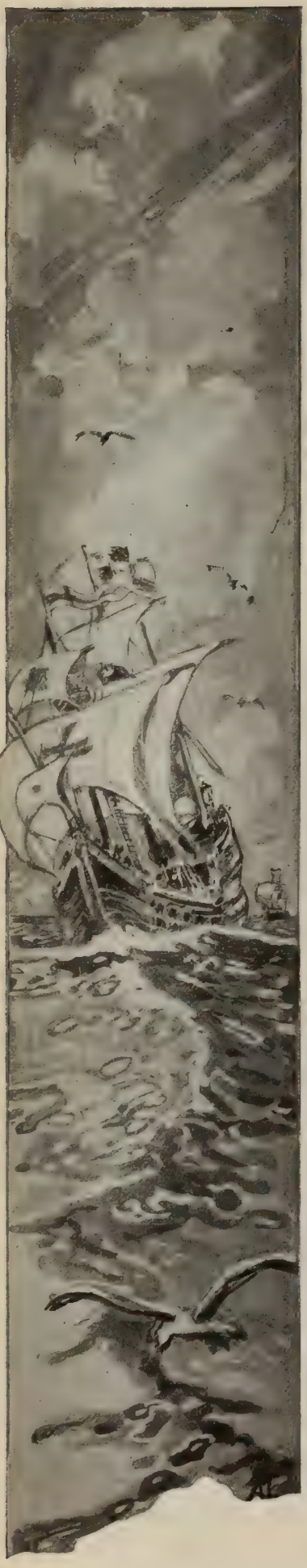
The effects of the application of the principles of efficiency in industry are well known. As a general average based on American practice, the possible results may be roughly stated as a thirty per cent. reduction of unit costs, excluding materials.

These economies are the sum of detail results throughout the business, of savings of the time of this worker, of the labor of that one, of reduction of waste of material on this article, of economy of power on that machine, of reduction of idle capital here, of effective use of waste room there.

These economies of time, labor, and money in a business are, after all, obtained only as the sum of such results in the cases of many of the persons in its service.

It is proposed, in these articles, to apply the lessons of industry for the benefit of individuals.

Results are obtained by the application of a few definite principles, as follows:



Ideals; personnel, scientifically selected and organized; higher common sense; discipline; fair deal; standards; conditions and work adapted to each other; doing things the best way; instruction; planning; despatching; immediate, adequate, and reliable records; efficiency reward.

I should advise any one who wants to increase his personal efficiency to begin by memorizing thoroughly the above list of principles. They should be learned so thoroughly that they become subconscious, that is, so that it becomes second nature to apply them without conscious thought, just as one walks without any attention to what his legs are doing.

The rest of this series will be devoted to an explanation of every principle in turn in its application to the individual. As the meaning of a principle becomes plain, it should be put into personal application. As soon as a violation of a principle is recognized, it should be corrected. By so doing the application of the principles will become habitual and subconscious.

IDEALS

It is desirable to set forth some ideal which will be universally accepted.

The most civilized philosopher, the most ignorant savage; the ascetic religious devotee, the gay votary of pleasure; the busy man of affairs, the dawdling idler; the gentlest woman, the most hardened criminal; all have one ideal in common. Each in his own way and according to his own light, desires and seeks happiness.

I would, therefore, set forth happiness as the supreme and all-inclusive ideal for the individual.

We are so made that we find happiness permanently only in altruistic service. This is a law of nature against which we rebel, but to whose obedience we are driven back by those severe penalties which nature visits upon all violations of her laws.

Let a man adopt any egoistic ideal and his efficiency, though it may be great in quantity, becomes negative in sign.

Like the ancient Hebrew king who gathered silver and gold and all delights, so that he was great and increased more than all that were before him, but who gave himself successively to the ideals of pleasure, of greatness, of wealth, and finally even of wisdom; for him shall be the cry:

"Vanity of vanities, all is vanity. What profit hath a man of all his labor which he taketh under the sun? . . . . Therefore I hated life; because the work that is wrought under the sun is grievous unto me; for all is vanity and vexation of spirit."

Most happily, in late adolescence develop both the altruistic feelings and the attraction between the sexes. The natural result of the latter is marriage and family life and cares, in which one's altruism finds immediate and stimulating exercise, and in which most of us find the only real happiness that we ever know.

The happy result of the altruism into which nature, before we realize what she is about, thus forces us, sets forth as a corollary to the proposition that happiness is our supreme ideal, that the immediate secondary ideal is altruistic service, even though one's circumstances may limit his practical application of that ideal to the support of his own family.

The ideal of service includes all other right ethical ideals. "Thou shalt love the Lord thy God with all thy heart, and with all thy soul, and with all thy mind. This is the first and great commandment. And the second is like unto it. Thou shalt love thy

(Continued on page 57).



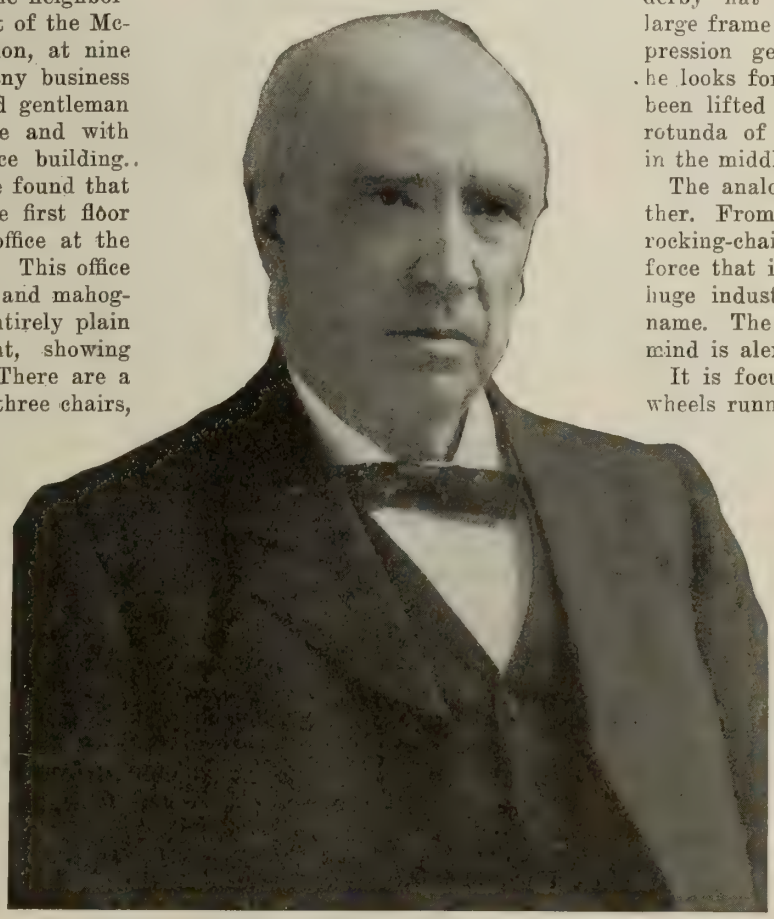
Eighty-Six Years Old, Still at Helm*

How John McClary Found the Elixir of Perpetual Efficiency. The Career of a Canadian Manufacturer.

By W. A. CRAICK

IF one happens to be in the neighborhood of the big city plant of the McClary Mfg. Co. in London, at nine o'clock in the morning of any business day he likely will see an old gentleman step out of an automobile and with sturdy step enter the office building. Follow him up and it will be found that he mounts the stairs to the first floor and passes into a private office at the front overlooking the street. This office is no place of Turkish rugs and mahogany furniture. It is an entirely plain and commonsense apartment, showing signs of constant use. There are a couple of desks and two or three chairs, with portraits of Lord Roberts and the old gentleman himself on the wall.

Having divested himself of his overcoat, but still retaining his hat on his head, he stands forth, a stout figure of a man, rather over middle height and still fairly erect in bearing. The face, which is of a heavy cast, is clean-shaven. He wears an ordinary pair of glasses and is dressed in a plain and democratic suit of gray. His motions, as he passes from one part of the room to the other or sallies out into the big general office, are quite easy and rapid for a man of his years. In short there is about him an expression of alertness and keenness that challenges attention and lets the onlooker know that this man, who is of course John McClary himself, is still a force to be reckoned with.



John McClary, at eighty-six, remains actively at the head of the business he has built up so successfully.

In a day when the stress and strain of business life wears out many a man before he is sixty, when there is so much talk about pensions, annuities and superannuation, and when the control of great enterprises seems to be passing into the hands of a still younger set of men, the record of John McClary of London, the octogenarian manufacturer of stoves and tinware, affords an example of virility that is a welcome relief to the accustomed experience. For sixty-six years, with but a slight break, Mr. McClary has been engaged in business in the Forest City.

What manner of man is he who has thus been able for over half a century to direct the affairs of a large industrial plant? What has been the reason for his business success, what the secret of his continued physical strength and keen mentality?

The truth can be found in a study of the man himself. Concentration, foresight, the power to discriminate wisely, a proper regard for the laws of health conservation, are among the qualities which have enabled John McClary to remain an efficient executive head of a large corporation for sixty-six years.

The purposeful strength of the man does not manifest itself on a cursory glance. His typical pose seems to hint at relaxation rather than concentration. Among its other furniture the private office contains a capacious rockng-chair, swung well out into the middle of the floor. Into this comfortable piece of furniture the octogenarian manufacturer of stoves and tinware customarily thrusts himself, leaning well back, one leg crossed heavily over the other. He rocks back and forth very gently, at times almost imperceptibly. With his derby hat pulled over his eyes, his large frame reclining at ease and his expression generally exceedingly solemn, he looks for all the world as if he had been lifted bodily from the piazza or rotunda of some big hotel and placed in the middle of a business office.

The analogy however extends no further. From the depths of that self-same rocking-chair there emanates a dynamic force that is still powerful to drive the huge industry that bears the McClary name. The body may lounge but the mind is alert and active.

It is focused on the task of keeping wheels running smoothly and preserving the prosperity of the business. The veteran's interest is not confined to that of a superannuated manager, who is permitted a little diversion in the form of pretended supervision. It is a real and dominating influence felt in all parts of the works.

With clearness and deliberation that makes repetition unnecessary John McClary dictates correspondence and memoranda to his secretary. He possesses a flow of language that wonuld be the envy of many a less-gifted business man, while his words are well arranged and his sentences quite grammatical. Customarily he sits with a pad on his knee on which, as he dictates, he draws all manner of hieroglyphics; occasionally he makes notes in a hand which is almost undecipherable, for penmanship was never one of his strong points.

Of course, while it is true that his personality still dominates the great industrial mechanism and his word continues to be all-powerful, a large proportion of the detail of management has been handed over to Lieut.-Colonel Gartshore, the company's vice-president and John McClary's son-in-law. Colonel Gartshore has won the entire confidence of the founder of the business just as he has gained the esteem of all his business associates, and to him must be attributed a great deal of the prosperity of the industry during recent years. Mr. McClary's present interest is confined very largely to the financial end of the company's affairs, though he keeps an eye on all departments of its activity.

*Reprinted from MacLean's Magazine

His punctuality has become proverbial. Precisely at nine o'clock every morning, he climbs out of the automobile which has brought him from his house to the general offices of the company and goes upstairs to his room. Exactly at eleven o'clock he leaves for home. The stroke of three sees him back again at his desk and at four-thirty to the minute his day's work, so far as the office is concerned, is done. He sticks to this routine with the utmost regularity and will not alter it except for the most important reasons. It is also a part of his established programme to walk through the works every morning and make a personal inspection of everything that is going on.

John McClary is proud of two things. One is the success of the business undertakings, to which he has devoted his life. The other is his family connection. The McClarys are an old family, whose ancestry, thanks to the veteran's fondness for working out genealogies, has been traced back for many centuries. On the paternal side he is the descendant of a Scotchman who came to America many years before the Revolutionary War. His grandfather, who took part in the War on the American side, married a grandneice of John Adams, the second president of the United States, and through her was related to John Quincy Adams, the sixth president. His father, John McClary, Sr., was born in New Hampshire in 1784, but moved to Pennsylvania in early life and there engaged in the lumbering business. He married Miss Sally Clark, a descendant of General Stark of Revolutionary fame, and had a family of twelve children, of whom John McClary, Jr., was one of the youngest members.

In 1813, during the war between England and the United States, the Pennsylvania lumberman had the misfortune to lost a large cargo of timber; which was seized and burned by the English. The disaster crippled him financially and he determined to move to Upper Canada and there seek to restore his fortunes. He accordingly transferred his household goods to the Township of Westminster in Middlesex County and settled near the village of Nilestown, where he carried on the joint occupations of farmer and lumberman. At the parental home on January 22, 1829, the present John McClary was born.

The great adventure of John McClary's life took place when he was a young man twenty years of age. He had left home two years previously and had apprenticed himself to a tinsmith in London, under whom he learned his trade. The excitement of the great gold rush of 1849, however, captured his fancy and he set off for California. He traveled by the Panama route, a circumstance which doubtless accounts partially for his present keen interest in the Panama Canal, and, arriving in San Francisco, decided to set up as a tinsmith. He opened a small shop and remained in business with varying success until a terrific conflagration destroyed the greater part of the city and reduced his premises to ashes.

At a loss to know what to do, he was persuaded by a couple of friends to accompany them to the diggings. The account of this expedition as related by himself is full of intense human interest. The trio had to tramp many miles on foot, carrying their belongings on their backs. After enduring many hardships and being almost worn out with fatigue, they reached their goal. But luck was against them. It just required three days to convince them that the enterprise was hopeless. In those three days and in Mr. McClary's own words they did not find ten cents' worth of gold, and being unable to maintain themselves on such small scrapings, betook themselves back to the Coast. John McClary did not remain longer in California. He returned to London and resumed the occupation which had been interrupted by the wild-goose chase to the gold fields.

It was now that the firm of J. and O. McClary was formed in a very humble way, the returned gold seeker being joined by his brother Oliver. Their first undertaking was the manufacture of tinware. John superintended the industry, while Oliver set out to peddle the products of their small factory, through the country. These were the halcyon days of peddling and peddlers with their carts were familiar figures on the country roads. Soon the business began to expand and presently the brothers had set up no fewer than forty of these old-fashioned commercial travelers. Then to their output they added plows and for a time produced large quantities of implements. At last they made their most important departure by undertaking the manufacture of stoves.

To relate in detail how the business developed from very small beginnings to its present important proportions is unnecessary. Growth was the outcome of hard and persistent work. Neither of the brothers dissipated their energies in other directions. Society had no charm for them and social ambition was not in their line. They lived plainly and most abstemiously, devoting all their attention to the progress of their business. John McClary, though younger than Oliver, took the lead and being shrewd and far-sighted, carried along the growing enterprise with great success. Today surviving his brother by several years, he can look forth and see two immense manufacturing plants humming with industry and giving work to over 1,200 hands; large warehouses, filled with the products of these factories, situated in all the chief trade centres of Canada; and a fine, well-built city surrounding his works and called into being largely as a result of his endeavors. Surely no mean achievement this for any man.

To-day, John McClary, fourscore and six years old, is just as plain-living and unpretentious a man as was that young John McClary, the tinsmith's apprentice, sixty odd years ago. He may be proud of his achievements and of his descent, but this pride does not exhibit itself in any manners of superiority or attitude of greatness. He is well-known to the workmen in his factories, and among the older employees at least, he is on terms of personal friendship.

Quite a typical incident of his thoughtfulness of others, is related. Recently an addition was put up to one of the plants. John McClary recalled that an old carpenter who had helped to build practically all the buildings occupied by the company, was confined to his house, unable to do any more work. It occurred to him that it would please the old artisan to be remembered on this occasion. He accordingly sent his motor for the old man, brought him to the new building and had him drive a few nails, so that he might be able to say that he had taken part in building every part of the plant.

Incidents such as this might be multiplied. Perhaps in no other industry in Canada has welfare work been so much emphasized as in the McClary plants in London and while Colonel Gartshore deserves much credit for its elaboration, yet without John McClary's interest and support, the present splendid system could hardly have been developed. He has shown a real concern for the well-being of his employees and in endeavoring to keep the flow of work at an even level, alike through periods of prosperity and depression and through summer and winter, has done much to maintain them in comfort and prosperity. He has always adopted the principle that so long as a man is doing his best, his efforts will be appreciated.

Wrapped up as he has been in his business, he has had no time and little inclination for social intercourse. He is not a club man, has never gone actively for politics and has taken no part in sports. His sole diversion is a game of cards and to card-playing he is strongly addicted.

Transportation is probably Mr. McClary's pet subject, because it concerns his business most nearly. He will discuss the effect of the opening of the Panama Canal, the enlargement of the

(Continued on next page).



DOING BUSINESS ON A STRICTLY CASH BASIS.

(Continued from page 48.)

munity. He replied: "I believe you can train farmers to see the advantage of trading with a firm who pay cash, and can thus give them the advantage of their discounts. It is a mistake to start a credit business. It induces people to live beyond their means. We run an undertaking business in connection with this store, and we even get the cash for funerals before we deliver the goods."

A delivery wagon is employed, and orders are taken on the phone for C. O. D. Care is taken to send cash with every order to supply change for a five or ten-dollar bill, so that there can be no kick from that direction. Then there is nothing for the delivery man to do but to get the money, or bring back the goods.

"It's short, but sweet," said Mr. Moody, Jr., commenting on the system. It was time for him to put in a word to substantiate what his father was saying, so he told a story of a relative of theirs who ran a credit business out by Portage la Prairie somewhere. He used to come over to Selkirk and "kid" them about being so slow with their old-fashioned cash system. He was doing a big credit business, and had accounts amounting to $12,000 on his books. He decided to sell the business, but although it is several years since his business changed hands, he still has $5,000 on his books which he finds it hard to collect. The time he has spent collecting that $7,000 he could almost have made it. Now he has decided to go into business again for himself, "and this time," said Mr. Moody, Jr., with a twinkle in his eye, "he's going to try out another system."

At the close of the interview, Mr. Moody, Sr. remarked: "It's a mistaken idea to do a credit business. Unless a man's capital is as big as his stock, he can't do it. I realized this when I started in without a cent of cash."

BIG GAME HEADS.

Miller, Morse Hardware Co., Winnipeg.

O'er the stairway landing, in Miller-Morse Hardware Hall, a group of heads are hanging which confronts you from the wall. A fine and old "Bull Buffalo" who many a tale could tell, of mighty herds and wanderings ere to the gun he fell. The "Big Horn" of the Rockies, a King 'mongst crag and peak, who baffled many an enemy of those who did him seek. A wise and lofty wisdom could he no doubt propound; his learning was the highest till he was brought to ground. And then we have the stately "Moose," the Elk and Black Tail Deer. Each led a noble, dauntless life, without a sign of fear. Entrusted to their tender care was the guarding of the frail. In all they make good stories of hunter, gun and trail.

EIGHTY-SIX YEARS OLD.

(Continued from page 52.)

Welland Canal or the widening of the Erie Canal, with intimate knowledge of the situation, and in the recent agitation in London for the electrification of the London and Port Stanley Railway, he was a tower of strength to those who favored the scheme. Not only in speeches, mostly to mass meetings of his employees, but also through letters to the press, did he make his opinions known.

Mr. McClary no longer takes any exercise but he makes up for this lack by frequent massages. To this treatment he attributes his continued good health, which is really a matter of remark in one of his years. He also contrives to sleep a good deal and is so regular in his habits that he is like some well-balanced machine.

There is an attribute of John McClary's which commends him to all with whom he comes in contact, and that is his laugh. He has the heartiest laugh that one could well imagine. It bursts out at the mention of some amusing incident and resounds through the whole office. So entirely spontaneous is it that one can scarcely mark its coming. At one moment the heavy face will be immobile. Next instant the eyes will twinkle and out will come the almost boisterous laughter. He is a man who is quick to grasp the funny side of a situation and who thoroughly enjoys a good joke, which may be another reason for his longevity.

The Inside History of a Hardware Business

The accompanying article is the third of a series, telling how a hardwareman got his first start in the business and how he has subsequently developed it. The facts given are exactly as related by the merchant himself to the writer. Figures quoted are approximately correct. Only names and dates have been changed in order to preserve the incognito of the merchant. This and succeeding articles will tell how Hardy managed to put his rather risky undertaking on a firm financial basis.—Editor.

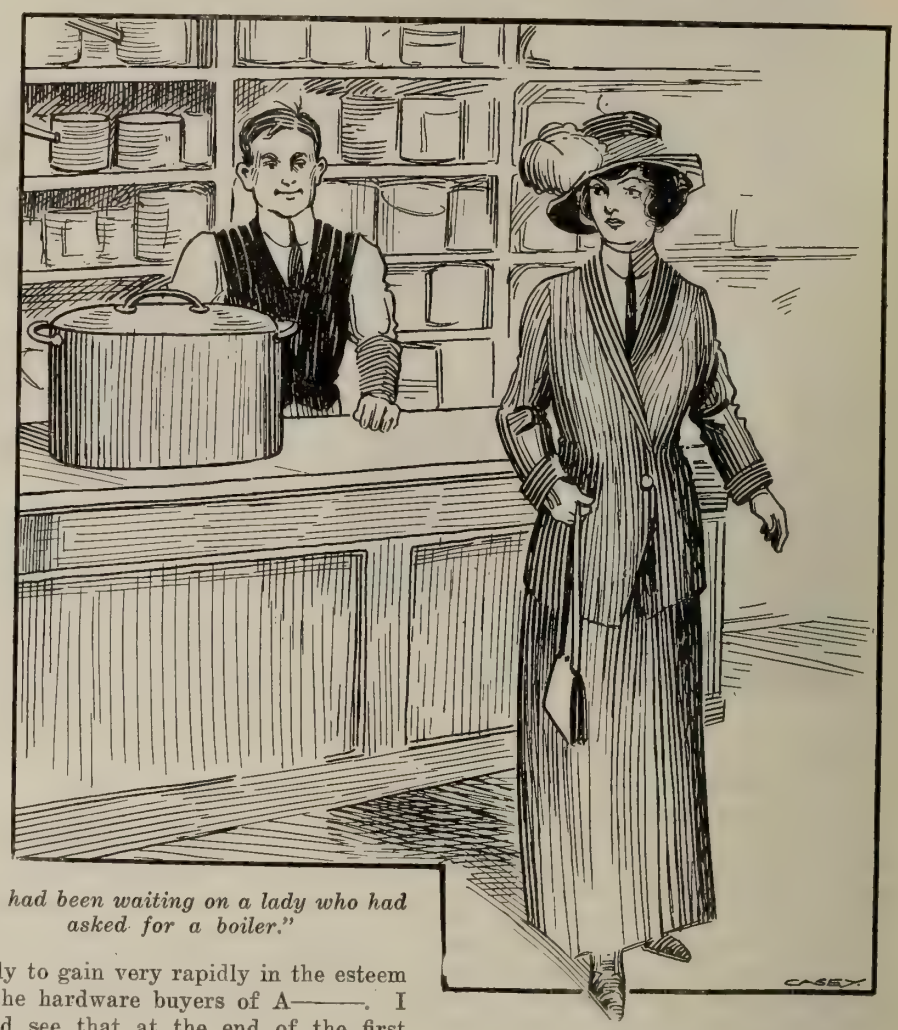
By Byron J. Morrow.

THE opening day was not a great success—at first. In fact, the first day it could not be called a success at all. We had a few customers in, but at no time during the day did we have what could be termed a rush. The cash in the till when we closed up was just five dollars short of what I had reckoned would make an average day's sales.

And in that way it continued for a week. I advertised regularly during the week and could probably credit what business I did get to that source. We were selling goods at prices which should have appealed to the close-fisted burghers of A———. We were giving good service and trying in every way to please our customers. But the people were not coming, nevertheless.

This phenomenon I put down to a deep-seated conservatism, a disinclination to change and a distrust of anything new. My methods were novel. My prices were low, but the men of A——— were more than half inclined to think that there was a fake somewhere. And then they had fallen into the habit of dealing either at Dilling's or Brown's. There were always two or three customers hanging around the door of Dilling's hardware and this put shopping there almost on a social basis. One was always sure to meet an acquaintance, to discuss crops or politics with, and down at Brown's the same personal element served to draw trade that way. Brown was an alderman, a pillar of the Methodist church and a regular attendant at three lodges.

Now Burton, my predecessor, had never made friends. He had gained the reputation of being a crabbed, self-opinionated man with no personal interest in the town or its people. It had been no pleasure to deal with Burton; and so the men had just naturally drifted to Dilling and Brown. I am not what one would term a "hail-fellow well met," myself. Never during the time that I had been on the road had I landed a dollar's worth of business that I knew of on the sheer basis of personality. I had plenty of good friends among my customers, it is true, men who respected me highly and who remember me to this day, but I lacked the expansive, friendly temperament that "gets across" at the first meeting. Laboring under the handicap of Burton's unpopularity, I was not



"He had been waiting on a lady who had asked for a boiler."

likely to gain very rapidly in the esteem of the hardware buyers of A———. I could see that at the end of the first week.

But I did not allow myself to get very badly discouraged. "There's a way to get these people to change their opinion of my store," I said to myself. "Just what the way is I don't know, but it won't take me long to find out."

I was sure of this much: That I would have to take a different way of winning favor than the personality route. And the way to do it dawned on me one afternoon during the second week as I was walking back from the post office. I had to pass both of my competitors' stores on the way and one fact about them impressed itself very strongly on me. A group of men blocked up the entrance, which was small enough in any case in either store. In order to enter one would have to press through the group of loungers and customers.

"No woman would even make an effort to get into those stores," I said to myself. "And it's the same at any time of the day. No wonder that the men do all the buying of hardware in this town."

I kept thinking along that line until the idea became fixed in my mind that I could establish a new order of things. "I'll let the men go hang," I said. "Instead of trying to get them away from Dilling and Brown, I'll build up a trade with their wives. I have the stock and the store to do it."

It is, of course, a fact that the hardware store caters primarily to men and no business can be made a success unless the favor of the male element of the community is won. I knew this well enough, but I was basing my operations not on a law of business but on a law of human nature. Get the wife trading at a certain place and you are bound in time to get the husband as well. My experience certainly proved the accuracy of this presumption.

And so I started in to win the attention of the good wives of A———. I had promised to make my store a new hardware store run on new lines and this was carrying out the pledge with a vengeance. I prepared my advertising copy with the one idea, in mind, talking to the ladies always and never getting away from the subject of household goods. I kept the store windows filled with all varieties of household lines, spending a good deal of time in the arrangement of each display. Every week

I sent out a letter to a selected list of housewives, in which I described articles of a special nature which were being offered. These letters always contained references to the special facilities that our store offered, pointing out that no lady need hesitate to pay us a visit.

It was a risky policy to adopt, as things stood, but results soon began to manifest themselves. Inside of three weeks I found unmistakable evidence that my campaign was beginning to succeed. We began to have calls from quite a number of women each day. I made it a point to get the name of every woman who entered the store for the first time and that night I wrote her a personal letter, thanking her for calling and inviting her back.

Business in household goods grew apace. In the other departments things languished but I did not mind this so much as my volume of business was large enough to enable me to keep the store afloat and to meet payments as they came along. I wasn't buying much those days. The other hardwaremen were inclined to scoff at the way I was going about getting business. "The ladies' store" was the name they gave my place.

It was not long before results of a more substantial kind began to manifest themselves. The wife of a contractor who had called in several times, making purchases on each occasion, came into the store one day to look at an aluminum saucepan—and her husband was with her. They had been down town shopping together and, when she saw the kind of saucepan in one of our windows that she wanted, the two of them came into the store.

I waited on them and took the opportunity to talk to the man about the building trade. He had extensive interests, I found, and bought a great deal of hardware. For some years he had given all his business to Dilling and did not seem inclined to change. However, I had studied the builders' supply question pretty thoroughly and I succeeded in interesting him. We talked for twenty minutes after his wife had completed her purchase of the saucepan. I had planted a few original ideas in his mind by that time.

"Next house you build, let me have a look at the specifications," I said, as he went out.

"Alright," he said. "I will."

He fulfilled his promise; with the result that I got the contract. And I have secured a good share of his business ever since.

This instance was duplicated in various ways. By getting the housewives interested in hardware and by associating the word hardware in their minds with A. Hardy & Co., I got their husbands interested in time.

An important part of our campaign had been to make the store just as attractive and inviting as the other two hardware establishments were dingy and uninviting. A good share of the credit for this belonged to the junior clerk. He was an ingenious lad with a natural talent for the arrangement of goods, a trait which I discovered quite early.

"Bill," I said to him one day, "you're going to have a new title. From now on you can call yourself Display Manager."

"You mean that I'm to have charge of the window displays?" he said, quite pleased at the prospect.

"You're to be just what the title implies," I replied. "You will be responsible for the appearance of the store as well. I want you to concentrate on this part of the business. If we're going to get a classy trade we must have a classy store."

"Right," said Bill.

To do him full justice, he soon proved his worth. Every spare moment he put in fixing up things and he soon had the place looking neater than any hardware store I had ever seen. It was quite an eye-opener to our customers who were used to what might be termed the mesozoic type of store—one that dated back about 200 B.C. I raised Bill's salary after the first month.

But as for Art, the senior clerk, I soon discovered conclusive evidences of his unfitness. He was quite ignorant of the first elements of salesmanship and absolutely devoid of any sense of responsibility to the business. I judged from his attitude that he thought he was doing me a favor by staying in my employ and drawing his $14.00 a week. Sometimes he made suggestions to me in an off-hand sort of way, as much as to say: "You won't last here long, but perhaps this will help you to hang on a little longer." His suggestions were generally very vague and always more or less worthless.

He got down late in the mornings, and never committed the mistake of working a second over time. He fell into the habit of ragging Bill about the way he was working. I stood this patiently for a time but one day he provoked me too far—and that finished him for good and all.

He had been waiting on a lady who had asked for a copper boiler. She went away without buying although the merest effort on his part would have landed the order. I could see that but, being busy with another customer, I could not step in. Art did not even accompany the lady to the door, but with the utmost equanimity drew a handkerchief from his pocket and started to polish his finger nails, whistling cheerfully the while.

I left my customer and walked over to him.

"You lost that sale," I said grimly. "Is there anything in that to look so blamed cheerful about?"

"Well, there's nothing to be gloomy about anyway," said Art. "It's not the first sale that's been lost."

"It's the last you'll lose for me," I declared. "I could have forgiven you letting the customer go when she wanted the article, but your whistling settles it. The trouble with you is that you don't give a darn whether you sell goods or not. This will be your last week with me."

(To be continued in our next issue.)



"This will be your last week with me."

Problems in Sheet Metal Work

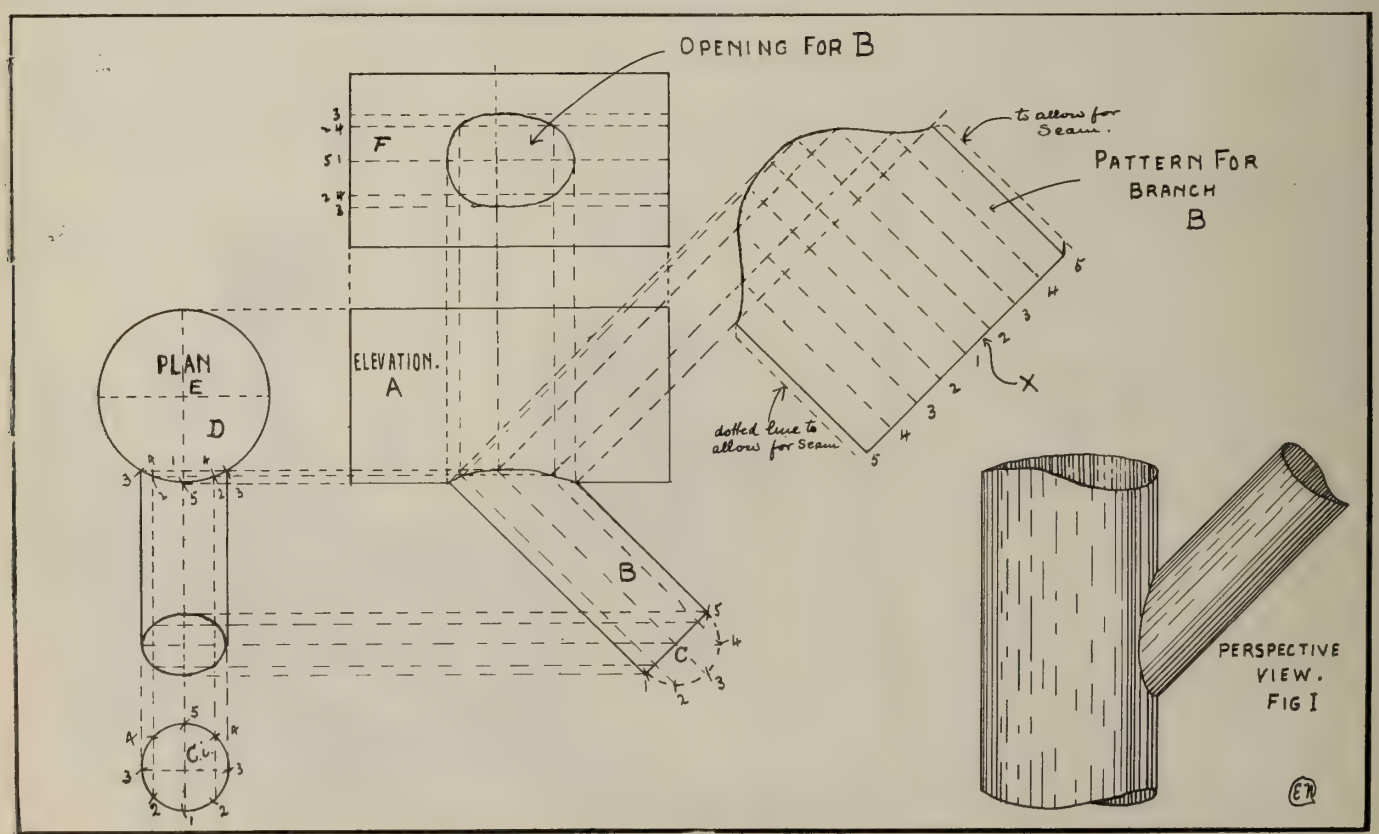
IN this issue we will describe how a branch may be made at 45 degs. with a main pipe, such as is shown in Fig. 1. Many tinsmiths and sheet metal workers when placing a smoke pipe branch into an already existing one will simply make a square branch similar to an ordinary tee. Such a branch may do all right in a stove pipe, but in furnace or boiler work any branch is better when made into the existing or main one at about 45 degrees.

The first step would, of course, be to determine the sizes required and draw an elevation of same, as shown in A, which is seen by the solid outline. This example does not take in any particular size, as sizes are not necessary in showing how a pattern of this nature is to be developed.

Having drawn the elevation, determine the centres of A and B; then form half-circle C on the branch and full circle on, as shown in plan D. Next place compass at E in plan and transfer the diameter of branch, and in that way determine full plan of both the main cylinder and branch. Next erect the centre line, as shown, and form small dotted circle. Next divide C^1 in equal parts, as shown, transferring same measurements to half-circle C, shown on branch B. Next draw dotted lines, shown at C^1, 1, 2, 3, 4, 5, 4, 3, 2 upwards until same intersects the circle D, and repeat the operation at C, 1, 2, 3, 4, 5 on the branch B. Next draw lines, as shown, from where dotted lines intersect plan to where they will intersect the dotted lines drawn at C, 1, 2, 3, 4, 5.

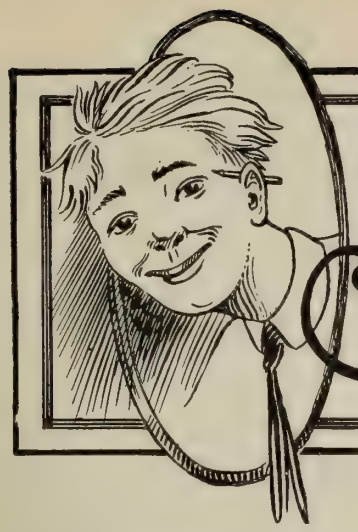
The next step will be to draw a section of elevation where the pattern of opening may be developed. This is done by extending lines upwards, as shown at F, and it may be stated this opening may be drawn on a small piece of material and afterwards scribed out on the larger sheet, which would be used on the actual job. Next transfer the measurements from C_1 to section F, beginning with the centre measurements 5, 1, until all have been transferred; then extend these measurements, as shown across section F. Now erect dotted lines upward from elevation at points where dotted lines from plan D and branch B intersect, and in doing so another set of intersections are formed in F, and at points where these lines intersect is shown the pattern of opening, as described.

Our next step will be to develop pattern of branch. This is done in exactly the same way as a square elbow pattern developed, except that the points of intersections are used which has been formed by the various intersected dotted lines from plan D, branch B, and vertical lines to section F. Next draw a solid line, as shown in pattern at X, and stretch out measurements from half-circle C on B, beginning at 5, 4, 3, 2, 1, and 2, 3, 4, 4, as shown. It will be seen points 5, 5 are the shortest measurements and point 1 the longest. Next erect dotted lines from the stretch-out X upwards until they intersect the dotted lines last drawn. Then by connecting the various points intersected the pattern the branch is completed.



NEW WAREHOUSE AND OFFICE.

The Pease Western Foundry, Ltd., manufacturers of steam heaters, ventilators, steam and hot water boilers, etc., 287 Donald street, Winnipeg, have erected a large new warehouse and office building, with an approximate floor space of 30,000 square feet, and provision for adding two more storeys when necessary. The new premises are on Midland street, near Notre Dame street, west, where a larger and more complete stock of furnaces, registers, boilers, etc., will be carried.



THE JUNIOR CLERK'S PAGE

METHODS THAT MAR SALES.

WHAT would the average salesman, or any salesman in fact, think, says a writer in Business (Detroit), if a prospect or a customer suddenly started to tell the salesman that he knew nothing about the art of selling goods? Wouldn't the salesman, whether he was a star man or otherwise, feel perturbed, annoyed and insulted if the prospect explained in detail why he thought that the salesman did not know how to sell goods? Certainly. Such a procedure would undoubtedly end up in an argument that would not be conducive to further business between the two or effectively kill any possibility of opening of an account.

With that point settled beyond any doubt comes another and more important one. How can salesmen expect to do business when they act in precisely the same manner toward the retailer. It must be vexing to a successful and experienced dealer to have a young salesman come into his store or office and try to parade his knowledge of the dealer's business—try, in fact, to tell the dealer that he does not know his business. Such really is the case. Not only this, but many salesmen cultivate habits and mannerisms that effectively choke off custom and then when their goods are turned down the salesman wonders what can be wrong.

A young salesman for a well-known collar concern recently stepped into a men's outfitting store and after introducing himself to the storekeeper he said: "Will you allow me to see one of your collars?" The storekeeper opened a box, took out a collar and handed it to the salesman, who, in turn, took it to the doorway to get the benefit of the stronger light. First he examined it with the naked eye and then by the aid of a pocket microscope. He turned it inside out, bent it back and forth as though testing the quality of the interlining, then after sundry other moves he restored it to its natural shape by bringing the button holes together to see if it was a true fit.

Walking back to the counter he handed the collar to the storekeeper with a pitying smile and shaking his head with a "I thought so." "What's the matter with it?" asked the storekeeper. "Poor material—cotton top—only threefold and badly shaped through poor cutting. I am surprised at you handling such a line."

"Well, the reason I handle it," said the storekeeper, "is because it is a good seller, my customers like it, ask for it—and I like it myself. I have tried out other brands and none have given my trade such satisfaction as this line. What you say may be true, but so long as its fit, durability and comfort suit my customers I guess I will keep it in stock."

This salesman effectively blocked the way to even a small order of sample sizes by useless disparagement of a line which the storekeeper had proved to be good. Not only did he fail to convince the storekeeper on the collar question, but he raised doubts as to his reliability in other directions. Probably this dealer would have been hard to sell in any case, but rather than convey the suggestion that he had been a foolish, incompetent buyer, it would have been better had the salesman tried to open an account by the offer of something worth consideration—advertising material free, longer time on payment or a slightly bigger discount. Disparagement of a line is a direct insult to the dealer's buying ability. The dealer looks at it in that light and, such being the case, salesmen should realize that "every knock is a boost" as far as his competitors' goods are concerned.

EFFICIENCY OF THE INDIVIDUAL.

(Continued from page 50.)

neighbor as thyself. On these two commandments hang all the law and the prophets."

As a principle of efficiency, a secondary meaning of the ideal is a definite purpose which must be pursued resolutely, courageously, and without hesitation or vacillation.

The man without a purpose is a drifting derelict, useless to himself and a menace to others. The man who resolutely follows a set purpose is the ship with the strong hand on the tiller and the eye of the helmsman on the compass.

In all history there is hardly a more pathetic figure than Columbus, dominated by his ideal of sailing westward to India, going from court to court seeking a backer for his enterprise, for years meeting only discouragement and rebuffs, but always pursuing his ideal. What a reward was his when, first of all the watching companies of his three ships, he at night saw lights ahead on the shores of the New World, and felt that his ideal has been attained! Nor was the world wholly ungrateful. Today, sainted by the Roman church, the first of a ducal family, honored annually by a great republic, the name of Columbus is a monument to the fact that even one's fellow-men give their rewards to the man who chooses a noble ideal and unswervingly pursues it.

In even the smallest detail of one's work, the first requisite is a clear idea of what is to be accomplished and then a concentration of effort upon it.

Lack of purpose is the cause of innumerable failures. The ordinary man goes to work at the end of his school days with no idea of the kind of life for which he is fitted and with no definite ideal beyond the weekly pay envelope. Work assigned to him by his superiors he does indifferently because he sees beyond it no inspiring ideal. He is through life an opportunist and a failure.

If any course of action is itself incorrect, the determined pursuit of it is mere obstinacy, and is certain to lead to failure.

This illustrates the general truth that the application of any one of the principles of efficiency may be abused into a vice.

Current News of the Hardware Trade

Severs Connection.

Frank Gould, on April 20, severed his connection with Henry Disston & Sons, Inc., Philadelphia. For some time past Mr. Gould was sales manager of the hardware department.

The Fireco Range Co.

The Fireco Range, Ltd., capitalized at $50,000, head office, Hespeler, has obtained charter. The new company is composed of Oscar Zryd, Z. A. Hall, A. W. Boos, J. F. Greig, K. B. Zryd.

Universal Tool Steel Co.

Universal Tool Steel Co., capitalized at $10,000,000—head office, Toronto—has been incorporated to carry on the trades or businesses of iron masters, steel makers, to deal in and manufacture iron, steel, etc.

Business Changes.

Cargill, Ont.—Fred Balston, London, has purchased the hardware business of A. J. Ross.

Conquest, Sask.—The Pattinson & Gunn Co. have been succeeded by Mitchell Bros.

Belgrave, Ont.—L. J. Williams has sold his hardware business to D. & J. McCallum Bros., who take possession on May 1.

New Firms.

Russel, Man.—Albert Phizachlea has started a hardware business.

Hanover, Ont.—Arthur C. Helwig has opened a new plumbing, heating and metal work business.

Toronto, Ont.—The Watson Cycle-Car Co., Ltd., capitalized at $100,000, has been incorporated.

Eyebrow, Sask.—The hardware business of C. W. Gimbly & Son, has been purchased by W. L. Black.

Personals.

Hull, Que.—Kelly & Leduc have succeeded J. A. Bonette.

D. A. O'Connor, Whitby, Ont., has joined the staff of May Bros., West Toronto.

Hull, Que.—Edward Carriere has taken over his father's business, and is making a number of changes in the store.

W. H. Wiggs, president of the Mechanics' Supply Co., Quebec, has returned from an extended trip to Cuba and Jamaica.

John Elliot, buyer of household furnishings at the Russell Hardware Co., Toronto, was presented with a ring by fellow-employees on the occasion of his leaving to take charge of his brother's store near Bowmanville.

Frank W. Dart, representing Andrew B. Hendryx & Co., New Haven, Conn.; A. W. Peck, jun., of Stanley Rule and Level Co., New Britain, Conn.; Roger M. Cox, of the Bromwell Brush and Wire Goods Co., Cincinnati, O.; and Mr. North, of O. B. North & Co., New Haven, Conn., were calling on the trade in Montreal this week.

John Hurtibuise, assistant buyer in Starke, Seybold, Ltd., Montreal, was married April 21 to Miss Barsalou, of Montreal, and left with his bride for a trip to Washington, New York, and Atlantic City. The employees of the firm made him a presentation of a set of silver and the firm sent him a substantial check.

George Williams, representative of the Canadian Yale & Towne Co., who was taken ill while at Freeman's Hotel, Montreal, several weeks ago, and has since been in the Royal Victoria Hospital, is reported to be convalescent, and expects to return to his home next week. Mr. Williams' father and mother went to Montreal from their home in Clarksburg, Virginia, in order to be with their son, and Mrs. Williams has been in constant attendance at the hospital. Mr. Williams' friends will be glad to learn of his recovery.

Western Notes.

Rivers, Man., has started a clean-up campaign.

Moore Park, Man.—J. Rutley has started a hardware business.

Winnipeg, Man.—Bernthal & Gordon have opened a hardware and furniture store.

Glenboro, Man. — G. R. Thair has purchased a hardware business at Keyes, Manitoba.

Waskada, Man.—G. R. McLean has purchased the hardware stock of T. S. Perrin.

Pense, Sask.—B. L. Van Slycke, hardware merchant, has sold out to H. McGillivray.

Govan, Sask.—Dickey & Anger have dissolved partnership; R. Dickey continuing.

North Vancouver, B.C. — D. McNairnie, hardware merchant, has sold out to C. Y. Griffin.

A. B. Bittues, Canadian general manager of the Gillette Safety Razor Co., was in Winnipeg last week.

R. P. Buchanan, the Prince Albert representative of Wood, Vallance, Ltd., Winnipeg, was in the city this week.

C. C. Ballantyne, president of the Sherwin-Williams Paint Co., was registered at the Royal Alexandra Hotel, Winnipeg, last Monday.

Vancouver, B.C.—Allison, Higgins & Ford, dealers in electric supplies, have dissolved partnership. Simon Ford has retired from the business.

F. M. Richards, formerly with the Moose Jaw Hardware Co., Moose Jaw, Sask., for several years, is starting up in the general hardware business for himself at St. Louie, a new town on the G.T.P., some distance west of Moose Jaw.

Joseph Bradley, who has been in the hardware business at Tompkins, Sask., for a year or more, and was formerly in business at Amulet, Sask., died at Manitou, Man., last Sunday afternoon at his brother's residence. The deceased took ill several months ago, and went to the Winnipeg Hospital for treatment, remaining there until recently. He felt much better, and decided to pay his brother a visit before returning to work, and died there suddenly.

W. J. Lockwood, veteran traveler for John H. Graham & Co., New York, hardware brokers, paid a visit to Winnipeg last week. He has been coming to Winnipeg for the past thirty-three years. When he first came to Winnipeg there were only two wholesale houses to call upon, many of the present large houses then being in the retail business. Since that time Mr. Lockwood has seen some big changes in the hardware business in Western Canada. On one of his early trips to the coast over the C.P.R. some of the large centres, such as Moose Jaw and Calgary, he says, were merely hitching places for cowboys. His visits to Western Canada now are confined to Winnipeg, where he is well known in the hardware trade.

The Miller-Morse Hardware Co. have organized an athletic association for their staff, and have secured grounds of 15 acres at River Park. A general meeting was held last week, and the following officers elected:—Hon. president, F. M. Morse president, S. C. Morse; secretary-treasurer, William Kenyon. A committee of the following was appointed:—W. E. Gordon, representing the office; F. Cliff, representing the shipping department; and E. Cook, representing the warehouse. It was decided

that the games most suitable for the grounds were tennis, basketball, baseball, and football. Such games as hockey and curling will be provided for in season. It is intended to enter the various leagues, but not to devote all their energies to that. One week there will be a tennis game for the girls, and so on. The firm aims to keep it among themselves, and to let everybody from the office boy up have a whack at something. The colors green and white have been decided upon.

RETIREMENT OF F. H. GLIDDEN.

At the last annual meeting of the Glidden Varnish Company, F. H. Glidden, its founder, and who for thirty-one consecutive years had filled the office of president, sprung a surprise to the board of directors, by tendering his resignation.

In so doing and in words of deep feeling Mr. Glidden expressed his gratitude to those present for the many years he had been honored with their confidence in the management of the company's business. He made it clear that the prosperity of the Glidden Varnish Company was due more to the able assistance and co-operation of the competent young men and his four sons who had given so faithfully the many years of their best service in the upbuilding of the company.

Mr. Glidden who is now past eighty years of age, but still active and enjoying good health, said it was time to give way to the merits of the younger element and declined to be re-elected president. The board of directors in appreciation of the long service rendered by Mr. Glidden, created the new office of chairman of the board of directors, to which office he was unanimously elected. The following officers were then elected, namely:—

President—Fred A. Glidden.
Vice-President—F. K. Glidden.
Treasurer—W. J. Glidden.
Secretary—R. S. Leonard.

The new president is not only popular with all his associates in the business but also with the trade he has so vigorously helped to build up, and it is assumed that with his thorough knowledge of the details of the extensive business, that the Glidden Varnish Company will continue indefinitely its march of progress.

BRIGHTEN UP CAMPAIGN.

The Sherwin Williams Co. of Canada are boosting their "Brighten Up Campaign" in the S.W.P. Magazine. The "Brighten Up" number contains many suggestions for the retailer, showing how he can push the sale of ready-mixed paints during the campaign season. In the "Brighten Up" number an announcement is also made of the prosperity window dressing competition.

The Brighten Up creed is as follows:

To Brighten Up myself—to be optimistic, cheerful and good-natured.

To Brighten Up my home and spread the Brighten Up spirit among my neighbors.

To Brighten Up my business and take pleasure as well as profit from it.

To Brighten Up my town and promote its social, industrial and commercial progress.

To promote the love of Nature, sunshine and fresh air.

To adopt Brighten Up as my slogan.

TAKE CHARGE OF DEPARTMENT.

Western hardwaremen will be sorry to learn that Mr. W. L. Cordingley, who for years has been visiting them in the interests of the sporting goods department



W. L. CORDINGLEY.

of the Miller-Morse Hardware Co., Winnipeg, will not in future be a regular visitor. All will be glad, however, to know that it is Mr. Cordingley's advancement which prevents his visits. It has been found necessary for Mr. Cordingley to remain steadily at the home house, directing from there the work of other travelers from the sporting goods dept.

Mr. Cordingley's advancement may well serve as an inspiration for young men in the trade. In 1903, after leaving St. John's College, he started with the Miller-Morse firm as office boy, and has now been placed in charge of the sporting goods department—which he as a traveler did much to develop.

NEW BULK SALES ACT.

A new Bulk Sales Act has been introduced into the Ontario Legislature. Its chief clauses read as follows:

> Before making any sale in bulk within the meaning of this Act, the vendor or transferor shall give his creditors fifteen days' notice by registered mail of his intention so to sell, and every disposition made of the purchase money, or of any note or other security therefor, in the absence of such notice or before the expiry of fifteen days from mailing of such notice, shall be fraudulent and void; provided, however, that if all the creditors of the vendor or transferor consent in writing to the said sale, such notice shall not be necessary.
>
> Nothing in this Act contained shall apply to or affect any sale by executors, administrators, receivers or assignees for the benefit of creditors, nor by any public official acting under judicial process.

It is introduced by W. D. McPherson, a West Toronto member, the man who introduced the Bulk Sales Act last year which was thrown out.

Price List and Sample Booklet.

The Wearwell Paint and Varnish Co., St. Lambert, P.Q., has issued a 20-page catalogue and price list. The new list is neatly gotten up and gives list prices as well as general information regarding the products of the company. A neat color card, gotten up in book form has also been issued, showing samples of the various colors comprising the line of ready mixed paints now being manufactured by the company.

Guelph, Ont.—The Munder Tungsten Lamp Co. has obtained charter. The new company is capitalized at $50,000.

DO YOU RECEIVE PROMPT DELIVERY?

Subscribers to Hardware and Metal who do not receive prompt and regular delivery, each week, will confer a favor by reporting the matter to us. Hardware and Metal is mailed regularly in Toronto Friday afternoon, and should reach every town within 12 hour's run of Toronto, on Saturday morning.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

Although trade in the hardware line is not quite as brisk as it was during the first two weeks of the month, a large volume of business is passing. The metal markets are still quiet with only a fair amount of business being done. With the arrival of warmer weather there will be a revival in business and the hardware trade in general is looking forward to a large volume of spring business. The "Clean up and Paint up" movement is spreading, and has been taken up in many places throughout Canada. It is expected that this movement will be one of the greatest boosters of the paint business ever attempted in Canada. Many price changes have taken place recently, several in a downward direction.

MONTREAL.

MONTREAL, Apr. 22.—Business has not been overly brisk, due largely to the cold and backward weather. Spring lines have been moving well so far as the wholesale trade is concerned but retailers report that the unseasonable weather has affected their sales to a very marked extent. Usually at this season there is a call for lawn mowers, rollers, etc., for the annual spring tidying up, but so far this year there has been a very slight demand for these goods. It is expected, however, almost any day now will see a change for the better and with grass growing and shrubs sprouting lawn and gardening tools will be moving freely.

There is a scarcity of houses in Montreal this year and rents are soaring almost beyond reason. It is estimated that some 30,000 families will be changing their abodes in Montreal this May day and naturally this will initiate a big demand for cleaning materials and utensils. The scarcity of houses has also stimulated building operations and builders' hardware is moving well. There has been a particularly strong demand for cheap lock sets on account of the many tenement houses of cheaper construction that are now in process of building.

Out through the country business is showing signs of improvement and generous orders have been placed for seasonable lines such as barbed wire for fencing, roofing, paints and garden utensils. A number of country merchants have been in the city during the past week but on account of the bad roads the visitors have not been as numerous as they usually are at this time of the year.

Sporting goods are reported more active. As the fields dry up the small boy is getting out with baseball and bat, and these goods, with the various equipment considered necessary to a complete enjoyment of the game, are moving quite freely. Tennis rackets, croquet sets, lacrosse sticks, bicycles and other varieties of spring and summer goods are being brought to the front by progressive retailers.

Collections have shown some improvement during the past week, but conditions are still far from ideal. The jobbers exhibit a more hopeful spirit, however, and it is confidently expected that if crop conditions are good, or at least normal, that a big fall business will be the result.

Ammunition.

In addition to the new prices quoted in last week's issue for Dominion ammunition, the following new discounts are listed for American ammunition:

22 short black	40 & 5	off list
22 long black	40 & 5	" "
22 long rifle	30 & 5	" "
22 short smokeless ...	40 & 20	" "
22 long smokeless	40 & 5	" "
22 long rifle smokeless	30 & 5	" "

This is an increase in price of 33 1-3% on rifle cartridges, 14% on long and short black and long smokeless, and 10% on short smokeless. All other prices remain unchanged.

Lead and Lead Waste Pipe.

The list price remains unchanged at 7½ and 9 cents per pound for lead and lead waste pipe. There is a possibility of a further change, however, owing to the unsettled state of the metal market on account of the Mexican situation.

Wrought Iron Pipe.

No change has yet taken place in the price of lapweld pipe. It was thought at the time of last week's report that new prices would be issued almost immediately for pipe from 4½ to 10 inches on account of the increased tariff. It seemed so sure that prices would be increased that quotations were withdrawn. It now appears, however, that owing to a quiet market no change in prices will be made at present and the public will be allowed to benefit by present quotations for a time at least.

Screws.

There has been a fairly steady demand and as the American price is still low there is no immediate prospect of an advance. It is possible that the new tariff may have an effect on the price of brass screws and that it will also affect lock sets where there are brass or bronze trimmings.

Builders' Hardware.

Buying has been quite brisk in this department owing to the large amount of construction work under way. It is also noticeable that building operations increase the sale of explosives, as most of the building around the city is on very rocky ground where blasting is absolutely necessary.

Metals.

There has been little change in any of the markets and the demand has been about as usual. The Mexican situation has caused an unsettled feeling in several lines, particularly in lead, which enters so largely into war materials. It is anticipated that a change in prices will come at any time now. The amount of business passing in lead at present is very small and prices have been marked down from $5.25, $5.50 to $5.00 -$5.25.

Tin.

There has been no change since last week when the price declined one cent. The market is weaker but the price remains at 42½ to 43 cents.

Spelter.

The quotation of $6.00 to $6.25 stands, with only a fair demand. This market is very quiet just now.

Copper.

Conditions in this market show no change from the reports of the past few weeks. The quotation of $16.50 still holds with only a limited amount of business passing.

Antimony.

The weakness that has characterized this market for several weeks continues and the price of $9.00 remains unchanged. A small amount of business has been done.

Iron.

Though like all the other metals, this market has been weak for some time there has been no alteration in price and the figure of $19.00 per hundred is still in effect.

TORONTO.

TORONTO, April 23.—Business with wholesale hardware firms continues fair, although not as brisk as during the first two weeks of the month. Retailers report an improvement in conditions. With the steady improvement in weather conditions the demand for hardware lines should become more pronounced.

There is little or no change in the general condition of the metal market, which is still weak. Buyers are still cautious and orders are rather small.

A number of price changes have taken place during the week. Bar iron and tin have declined. Wrought steel butts have declined in price. Ammunition has advanced. Wire nails will likely advance in the near future.

Decline in Bar Iron.

Toronto hardware jobbers are now quoting bar iron at $2.00 base F.O.B., Toronto, and $1.90 base F.O.B., factory points in Ontario.

The Nail Situation.

Referring to the wire nail situation in Hardware and Metal of April 4, said:—

"Much speculation exists as to what effect the tariff changes will have on the nail market. Toronto dealers think that an advance will take place. Toronto quotations have been very low lately. Considerable price-cutting has been in evidence. The ruling quotation has been and is at the time of writing, $2.10 per keg base, although some lower prices have been in evidence. Several Toronto firms believe that the imposition of a duty on wire rods will have a tendency to advance quotations in the finished product."

Since the above was written, the ruling price on wire nails has remained at $2.10 base, and nails are being quoted ever, that there will be an advance in wire nails within the next week or ten days.

The Metal Markets.

There is no change in the general condition of the metal markets. The orders coming in are not large, and buyers are still exhibiting caution. Weakness in the primary markets has been quite evident for the past two weeks. Spelter has advanced 5 cents per 100 lbs. at Toronto. Copper remains unchanged, and is fairly steady. Lead remains unchanged, while tin has shown a decline of ½ cent per pound. Pig iron remains unchanged. The ruling prices in Toronto are as follows:—Tin, 38¾c to 41c lb.; lead, $4.85 to $5 per 100 lbs.; copper, 15½c to 16½c lb.; antimony, 8¾c to 9c lb.; zinc, 5½c to 6c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 11½c to 14c lb.; half-and-half solder, 24c to 26c lb.; pattern aluminum, 23c to 24c lb.; ingot aluminum, 19c to 20c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 22¼c lb.; wire solder, 27c.; tinkers' bar solder, 28c lb.; lead wool, 8c lb.

Decline in Price of Butts.

Wrought butts have declined in price and there appears to be price-cutting going on at the present time. The ruling quotations are:—

No. 840 wrought butts..... 70-5%
No. 804 wrought butts 70-5%
Other numbers 60-10-5%

Advance in Ammunition.

An advance has taken place in Toronto quotations on ammunition, and the new discounts are quoted herewith:—

Dominion	B.B. 22	50-10-2½%
"	C.B. 22	50-2½%
"	22 short black	50%
"	22 long black	50%
"	22 L. smokeless	50%
"	22 L. rifle black	40-2½%
"	22 L. rifle smokeless	40-2½%
"	22 shot black	40-20%
"	22 shot smokeless	55-5%
"	rim fire other sizes	44-2½%
"	C-F pistol sizes	20-2½%
"	C.F. sport. & military	10%
Brass shot shells		45-12½%
Primers		10-2½%
American	22 short black	40-5%
"	22 long black	40-5%
"	22 L. smokeless	40-5%
"	22 L. black rifle	30-5%
"	22 L. rifle smokeless	30-5%

Rope Twine, Etc.

A decided improvement is noticeable in business in rope, twine, etc. Binder twine booking continues in a very satisfactory manner. Toronto quotations are as follows:—

Best Pure Manila	15c lb. base.
British Manila	11c lb. base.
African Hemp	11c lb. base.
Sisal Rope	10½c base.
Lath Yarn Single	9¾c lb.
Lath Yarn Double	10¼c lb.

Other lines are shown in current market quotations.

Binder twine prices are:—650 ft. twine, 13½c lb.; 600-ft. twine, 11c lb.; 550-ft. twine, 9¾c lb.; 500-ft. twine, 9¼c lb.; ⅛c per lb. allowance on 5 tons and over; ¼c lb. allowance on 10 tons and over; delivery allowed on 300 lbs. and over.

Stoves, Etc.

Trade in gas stoves is piling up splendidly and Toronto stovemen report that business in the gas range line is all that could be desired for this season of the year. Trade in other lines is rather quiet at present.

WINNIPEG.

WINNIPEG, April 21.—Continued cold weather has caused somewhat of a setback in the hardware business, business now being only just fair, with no rush, and so far not nearly so good as in March. The colder weather is keeping people from getting out and doing gardening, building, etc., on which the spring hardware business depends to a very great extent. Business in builders' hardware is also suffering proportionately.

Of late there has been a heavy demand for wrought iron pipe, all the wholesale houses experiencing this. Why there is such a brisk demand this spring local brokers are unable to explain. There is also a pretty good demand now for galvanized sheets, which are selling in small lots to the country stores. Nails have been very quiet of late. There has been a fairly brisk demand throughout the West for agricultural implements, hardwaremen having been sorting their stocks to be ready for the big demand when it comes along. Among other seasonable goods that have enjoyed a good demand are pumps, poultry netting, wire cloth, and mosquito netting. The demand for the last of these has been so great wholesalers have been compelled to repeat their orders.

A large Winnipeg wholesale house, who have a large staff of travelers in the field, have been informed by their men that farmers are seeding all along the line, and travelers are of the opinion that business before long will be exceptionally favorable. A representative of this firm stated that everything depended on the weather and the way the crop went in. The fine business enjoyed in March they accounted for by the fact that January and February were lean months, most of the hardwaremen in the country having delayed their buying to see how things panned out. The large amount of business done in March was a great surprise to most hardwaremen.

Changes in Prices.

A reduction of great importance was made recently in the prices on certain lines of enamelware, which wholesalers believe will keep out German lines. The reduced price is in dish pans, preserving kettles, tea kettles, tea pots, coffee pots, sugar bowls, rice boilers, lipped saucepans, pudding pans, both round and oblong, round milk pans, chambers, wash bowls, soap dishes, water buckets, water pitchers, dippers, and pie plates. The reductions vary from 5 to 20 per cent., and affect Sheet Metal Products, Pearl and Diamond brands, McClary's Imperial and Canada, and Davidson's Colonial and Premier wares.

Among changes in prices recently

made are Alberta barbed wire, now f.o.b. Fort William, $1.70, and Winnipeg, $1.98. Harvest tools are reduced, the new discount being 50 off, instead of 50 and 5. A slight reduction has also been made in the price of padlocks. All prices of iron pipe and galvanized pipe are down.

Stoves.

Business in stoves and ranges is still reported as quiet, and wholesalers are are not surprised that it is quiet. Summer lines in refrigerators and oil stoves are beginning to move rather briskly now.

Paints.

One of the large Winnipeg paint manufacturers reports this week that the last seven days have been exceptionally brisk in the paint business. Fine weather is of great importance, and this firm informed Hardware and Metal's western representative that a drop-off in trade can be noticed with every wet day that comes along. Sorting business has been good so far, with some restrictions. There have been no changes in paint prices here following the change made last week in Montreal. Local houses reduced their prices several months ago, and all are pretty much alike now.

Linseed oil is selling slowly, but business in this is expected to become brisk before long. There is a pretty good demand for white lead, with little doing in turpentine or glass. The glass business may be expected to open up again in two or three weeks. Putty during the past two or three weeks has been selling freely in casks.

NEW WINNIPEG QUOTATIONS.

The attention of the Western Canada trade is drawn to the new prices, here shown, which arrived too late for change to be made on current market quotation page:

Iron pipe: blk. ¼ *in.*, $2.50; ⅜ *in.*, $2.60; ½ *in.*, $3.20; ¾ *in.*, $3.75; 1 *in.*, $5.50; 1¼ *in.*, $7.45; 1½ *in.*, $8.90; 2 *in.*, $12.00; 2½ *in.*, $19.25; 3 *in.*, $25.15; 3½ *in.*, $30.25; 4 *in.*, $35.50; 4½ *in.*, $42.35; 5 *in.*, $49.75; 6 *in.*, $66.40.

Galvanized iron pipe: ¼ *in.*, $3.00; ⅜ *in.*, $3.60; ½ *in.*, $4.20; ¾ *in.*, $5.00; 1 *in.*, $7.35; 1¼ *in.*, $9.90; 1½ *in.*, $12.00; 2 *in.*, $16.00; 2½ *in.*, $25.60; 3 *in.*, $33.45.

Linseed oil: raw, per gal., 68c; *boiled, per gal.*, 71c.

Harvest tools: 50 *per cent.*

Alberta barbed wire: f.o.b. Fort William, $1.70; *f.o.b. Winnipeg*, $1.98.

Sporting Goods.

New prices are announced by western houses on 22 ammunition, on both Dominion and American. They are as follows:—

22 short black Dominion 47½ per cent. and American 40 per cent. off list.

22 long black Dominion 47½ per cent. and American 40 per cent. off list.

22 long smokeless Dominion 47½ per cent. and American 40 per cent. off list.

22 short smokeless Dominion 55 per cent. and American 50 per cent. off list.

22 long rifle black Dominion 35 per cent. and American 33 1/3 per cent. off.

22 long rifle smokeless Dominion 35 per cent. and American 33 1/3 off.

A new Savage rifle is on the market, model 1914, 22 calibre, price $13, Winnipeg.

KEEPING MAIL ORDERS AT HOME.

(Continued from page 47.)

minute descriptions. All of this is going on while the average merchant is sitting in his store, hoping that the people will drop in and ask to be shown something.

Tell Them You Have the Goods.

Don't wait. Take your list of names, write each one a personal letter, specializing on some one seasonable article in your store, telling them in a convincing way that you have something important you want to say to them about this particular article the first time they are in your vicinity. They will come then, and see the article you want to sell. Make a lot of intelligent suggestions about other articles that the customer could use to advantage. Describe each one of these lines in detail, bringing out strong points about quality and serviceability. You can do this better in personal conversation, with the goods before you to demonstrate, than any writer for any mail order house can possibly do. Fight the mail order house with its own weapons. That is what you will be doing when you demonstrate your merchandise correctly. You will be beating them at their own game. They have no such opportunity as you for personal contact.

Make it a rule to get a sales letter, or some kind of descriptive printed matter into the hands of every possible customer at least twelve times a year—once a month. Keep this system up. It will run a mail order house from your community. The cost is not great, either.

Advertise in Your Newspaper.

Call attention of the women to the little specialties that will appeal to them. Strive to sell to every family all of its requirements. Don't let your customers split their busines with the mail order house or with your competitor. Write the advertising just as you would talk to a customer. Imagine that you are talking, and you will have a good advertisement. Conduct your advertising so that no one who resides in your vicinity will ever say, "Why, I did not know you had that article!"

Have Special Sales.

Adopt the same principles that the big stores do. Have special days, Saturdays or Mondays, or the time that suits best in your particular community, to conduct special sales. Don't give anything away in such a sale, but specialize on some article that everybody wants. You will get the people in the habit of coming into your store. Other goods will be sold besides the one article advertised. If your clerks are trained as suggested, the sales will jump like weeds in a cornfield on a wet day. Tell the clerks frankly to sell more goods, and you'll boost their salaries. The more efficient your salesmen, the more money you will make; therefore the salesmen are entitled to an amount in keeping with the service rendered. Never let a customer go away dissatisfied. Put yourself in the customer's place, and an equitable adjustment can always be reached.

It's Up to You.

The manner in which the boss and his clerks treat customers will determine where those customers buy. You must have faith in your goods and faith in yourself. Forget mail order competition, and "sail in" to study your stock—and your customers, too!

Be courteous—businesslike—sincere—accommodating. Learn how to approach men; develop a compelling personality, a genial presence; learn how to convince and sell; turn interest into desire and desire into sales. Attempt bigger results than ever before. Put grit and go-to-it-ness into all your actions. Remember, "where there's a will there's a way." And remember, also, that you will get only what you work for.

You can be the merchant prince in your vicinity, as Marshall Field was, and John Wanamaker is, in their fields. The very principles and systems that built their businesses will increase yours. Practice scientific salesmanship and you will outsell the other fellow.

QUOTATIONS ON RAW FURS.

Hardware and Metal has recently received requests from a large number of hardware merchants, asking that prices being paid for raw furs be published in our weekly market reports. Commencing with our next issue, quotations will be given on the lines of furs usually obtained by retail hardwaremen.

Easier and Quicker Sales

Everything in Nature follows the line of least resistance. The brook, with its many curves and turns, winds its way according to this law of Nature.

Martin-Senour 100% Pure Paint is the line of least resistance in paint selling—and after the first sale, the satisfaction received makes future sales a matter of order-taking.

Purity is the standard when buying White Lead, Zinc Oxide, Linseed Oil, or Turpentine, and purity is the standard of the great majority of people when buying paint.

It is easier—quicker—more profitable to sell 100% Pure Paint to pre-convinced buyers than to argue half an hour about the efficiency of a paint that is not 100% Pure.

Investigate **A repeat order in every can** **Investigate**

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

Back of every Berry Brothers Dealer are sure sales-forces that help him sell Berry Brothers' Varnishes. Berry Brothers' Varnishes move fast over the counter. They are the most active stock a dealer can handle.

Berry Brothers' Varnishes have a reputation of satisfaction for over fifty years. People know about them — they know that the dealer who sells and recommends Berry Brothers' Varnishes is giving them honest, lasting varnish values. This reputation helps you sell Berry Brothers' Varnishes.

Berry Brothers' advertising is another sales-force that brings folks into your store. For years we have been telling the public about the qualities of our Varnishes. We have educated them to ask for Berry Brothers' Varnishes—to know this name as one that stands for varnish satisfaction. Berry Brothers' Varnishes are easy to sell because of this.

And the Berry Brothers dealer gets more than the profit out of Berry Brothers' Varnishes. They help him to build his business reputation for selling high-grade goods.

If you haven't Berry Brothers' Varnishes on your shelves, let us tell you more about them.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
WALKERVILLE, ONTARIO

Weekly Market Report---Paints

MONTREAL.

MONTREAL, Apr. 22.—The annual spring clean-up spirit has set in and in consequence there has been quite a marked increase in the demand for all kinds of paints, but chiefly house paints, both interior and exterior, and enamels, varnishes and stains. The jobbers and retailers, and also the manufacturers are looking forward to a considerable increase in business when the "Clean-Up and Paint-Up" campaign starts the latter part of May. Preparations are being made by many retailers to take advantage of the publicity given the movement to get up some attractive window displays and to hitch up to the general advertising of the movement.

Jobbers anticipate an accelerated demand for paints with the opening of navigation when cheaper freight rates will be in effect. A large number of shipments are now ready to be sent out on the first boat and judging from the way the river is breaking up it will not be long before the goods are on their way to their destination. The cold and backward weather is the only thing that has held the people back thus far and now when a period of finer, warmer weather seems at hand there will doubtless be a big impetus in all lines of brightening up materials. While there has been some improvement in collections the situation still leaves much to be desired.

White Lead.

While there has been no change in prices the amount of business is considered satisfactory, being about the average for this time of year. Prices quoted are: ton lots, $8.05; less than ton lots, $8.25 and open prices for quantity lots.

Linseed Oil.

The amount of business is about as usual. The demand has been pretty steady and the quotations of the past few weeks have been maintained as follows:

Raw Linseed—
- 1 to 4 barrels ..... 62c per gal.
- 5 to 9 barrels ..... 61c per gal.
- 10 to 25 barrels ..... 60c per gal.

Boiled Linseed Oil—
- 1 to 4 barrels ..... 65c per gal.
- 5 to 9 barrels ..... 64c per gal.
- 10 to 25 barrels ..... 63c per gal.

With open prices for carload lots.

Turpentine.

Turpentine stocks are none too large with many of the jobbers. The demand is expected to keep good for some time to come. There has been no change in prices. Montreal quotations are as follows:

- 5 gallons 72½
- Half-barrels 70½
- 1 barrel 67½
- 2-4 barrels 66½
- 5-10 ..... 62½

Gasoline.

Gasoline prices are still quoted the same as last report. A considerable quantity is being sold at present and it is anticipated that business will increase right along now. Prices now are:

Barrels, in wood	23c	gallon
In steel and drums	20c	"
Tank wagon (100 gals.)....	19½c	"

TORONTO.

TORONTO, April 16.—Paint of all kinds is moving freely and a very fair amount of outside work is now under way. The busy season for the retailer will not really commence until the first week in May. There are, however, many retailers who have had to send in good sized repeat orders. The effects of the "Clean up and Paint up" movement will be felt during the early part of May, and it is expected that large quantities of paint will be sold by retail hardwaremen during the first two weeks. One jobber reported that the volume of business so far compared favorably with the volume during the corresponding period of last year, but that orders were rather hard to get.

Decline in Turpentine.

The turpentine market is rather weak. The primary markets have been exhibiting weakness and Toronto quotations have declined 2 cents per gallon. The ruling quotations now are:—

Single barrels ....69c per Imperial gal.
2 to 4 barrels.....68c per Imperial gal.
5 gal. lots .....76c per Imperial gal.

Linseed Oil.

No change has taken place in linseed oil quotations and the ruling quotations in Toronto are:—

Raw Linseed Oil—
- Single barrels ..... 65c gallon.
- 3 to 5 barrels ..... 63c gallon.
- 6 to 9 barrels ..... 61c gallon.

Boiled Linseed Oil—
- Single barrels .....68c gallon.
- 3 to 5 barrels ..... 66c gallon.
- 6 to 9 barrels ..... 64c gallon.

Oil in less than barrel lots, 7 cents per gallon. Cans are charged at: 5-gal. cans, 50 cents each; 10-gal., 75c. each.

White Lead.

There is still a fair demand for white lead at the following quotations:—

Less than ton lots ..$8.40 per 100 lbs.
Ton lots ... . 8.20 per 100 lbs.
For larger quantities prices are open.

TRENDS IN THE IRON INDUSTRY.

Connellsville coke production as reported weekly by the Courier shows a decline of 2 per cent. from the maximum, which was in the week ended March 21st. The Courier figures of shipments, a better indication of iron conditions, shows a decrease of 9 per cent. from the maximum, in the week ended March 7th, but the shipments in that week were exceptionally heavy.

Pig iron production, as reported by the Iron Age, shows an increase of 25 per cent. from the recent minimum, the average of January, the percentage being substantially the same whether one takes the average production in March or the rate of production on April 1st.

The coke figures indicate that the most recent trend has been downwards, but thus far only a little ground has been lost. The pig iron figures hardly reflect any decrease, unless one take it that there was an increase early in March and a decrease later in March, making the rate at the end of the month equal to the average of the month.

The pig iron rate on April 1st was 18 per cent. below the maximum rate ever attained, in February, 1913. At that time the steel works were operating substantially full. It would appear that the steel works blast furnaces have been making pig iron at substantially 80 per cent. of their capacity.

Our current estimates of steel production, derived from a variety of sources, indicate that finished steel production is now at between 55 and 60 per cent. of full possible capacity, against a rate of between 70 and 75 per cent. from 30 to 60 days ago, this being the recent maximum.

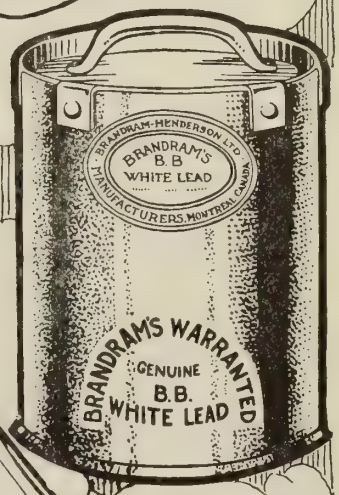
Thus the trends are somewhat mixed, coke showing a slight decrease lately, pig iron apparently no decrease, and finished steel a considerable decrease.

Perhaps the more important showing of these figures is that they serve to discredit certain estimates being published in some quarters, that the steel industry is operating at less than 50 per cent. of its capacity. The condition cannot be as bad as that. There is much room for suspicion that intentionally or otherwise the present dullness is being exaggerated.—American Metal Market.

We Will Carry More Sail

Big Sales for 1914

during 1914 than ever before, pushing our business ahead with a bigger, broader and better planned Publicity Campaign than ever before in our history.



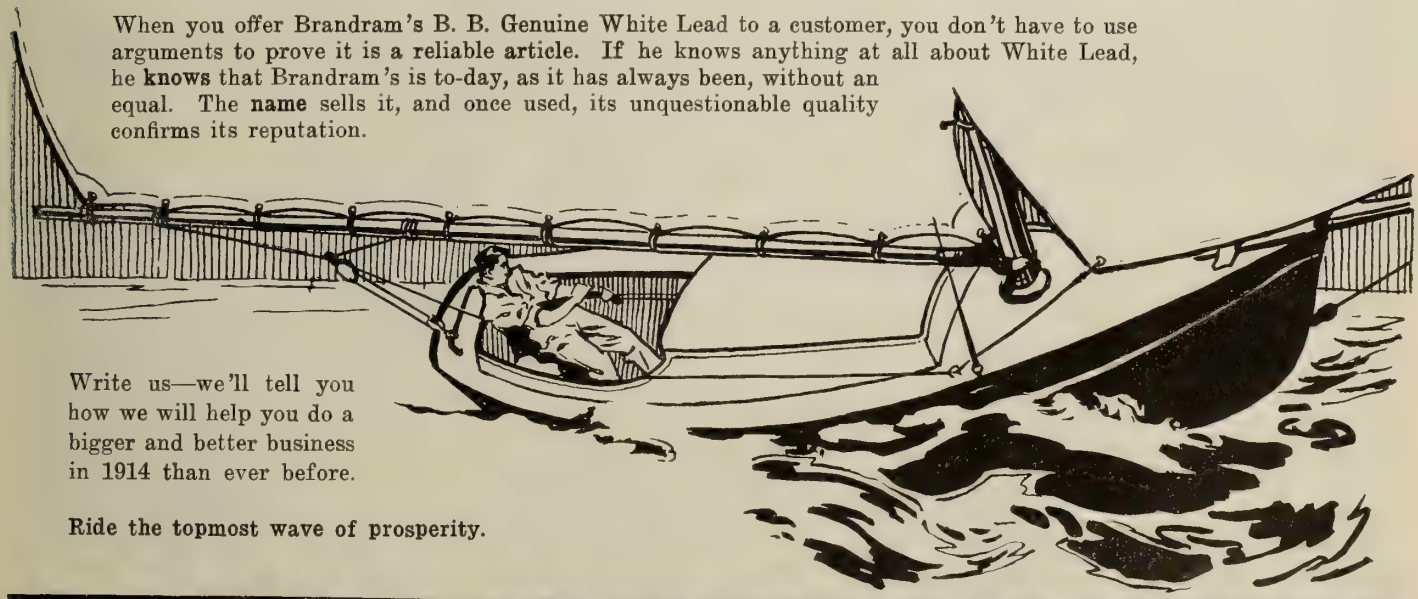
This will help dealers who sell

BRANDRAM'S B.B. GENUINE WHITE LEAD

and other B-H products. The trade in White Lead is constant and growing, particularly for the better grades, and nothing offers the dealer a better opportunity for profitable business than Brandram's.

Brandram's has, in a superlative degree, that element that never fails—**Quality.** Made by an original process that passed the experimental stage over a century ago, and used for generations by painters generally both in England and this country; it has behind it the prestige of uniform success—a reputation that is a valuable asset to every dealer who handles it.

When you offer Brandram's B. B. Genuine White Lead to a customer, you don't have to use arguments to prove it is a reliable article. If he knows anything at all about White Lead, he **knows** that Brandram's is to-day, as it has always been, without an equal. The **name** sells it, and once used, its unquestionable quality confirms its reputation.



Write us—we'll tell you how we will help you do a bigger and better business in 1914 than ever before.

Ride the topmost wave of prosperity.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19½c
Pattern, lb. ..... 23 c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $9 00 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz.....	9 00	
Samson single bit, handled, doz.	12 50	
Samson double bit, doz...	12 50	
Samson flooring axes No. 2, doz.	9 00	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3, Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 21½c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS. Lb.

Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz. ..	4 00
Without rim, 18x28, doz. ..	4 50
Without rim, 20x30, doz. ..	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash). Per doz.

Glass, doz.	3 50
Enameled, doz., net	3 50
Pony	$1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass) ..	3 50
Western King (Enamel) ..	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

Per yard.

40 inches, 7 oz.	0 05¼
40 inches, 8 oz.	0 05½
40 inches, 10 oz.	0 06¾

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz....	2 70
2 gal. jacketted, per doz....	3 60
3 gal. jacketted, per doz....	4 20
5 gal. jacketted, per doz....	4 80
10 gal. jacketted, per doz...	8 40

CEMENT AND FIREBRICK.

Portland, per bbl., Delivered	1 63
Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b.	1 55
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire brick, English..17 00	21 00
Fire brick, American, low 23 00	25 00
Fire brick, American, high 27 50	31 00
Fire clay (Scotch), net ton	5 50
Fire clay (American), net ton	5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., per lb...	0 05
25 lb. tins, per doz., per lb..	0 04

CEMENT, ROOFING.

Per gal.

Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.)..	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.....	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
Malleable adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C..	18 00
Cadillac Electric, Model D..	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER.

	Montreal.	Toronto.
	Per 100 lbs.	
Casting ingot $16 00	$15 50	
Cut lengths, round bars, ½ to 2 in....	27 50	
Plain sheets, 14 oz., 14x48 in., 14x60 in.	29 50	
Copper sheet, tinned, 14x60, 14 oz.	30 50	
Copper sheet, planished, 14x60, base	37 50	
Braziers', in sheets, 6 x 4	29 50	

CORD (SASH).

No. 6 and No. 7, lb.....	0 31½
No. 8, No. 9, No. 10, No. 12	0 31

CRATES.

Humpty-Dumpty, egg, doz 3 75

(CANADA) PLATES.

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo	D. Crown	Corbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. Famous (equal Bradley). Per box

I C, 14x20 base....	$7 00	
I X, 14x20 base....	8 25	
I X X, 14x20 base	9 50	

Raven and Murex Grades—

I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base....	7 00	7 00
I X, 14x20 base....	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base.	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base....	4 50
20x28, double box.	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin	9 40

Jamieson's Ready Mixed Paints and Varnishes

will satisfy the most exacting demands of your paint customers, both in quality and price. A satisfied customer means that he will come back for the same brand every time he wants paint, which, with a good, profitable line, means a successful paint business.

WILL YOU BE OUR AGENT IN YOUR TOWN?

R. C. Jamieson & Company, Limited

ESTABLISHED 1858

MONTREAL and VANCOUVER

OWNING AND OPERATING P. D. DODS & CO., LIMITED

Turn random buyers into loyal, steady customers!



Good-will is the biggest asset any store can have. It is usually built on trifles that are hard to define and probably costs the proprietor absolutely nothing. Yet the store that has the people's good-will is "like the house founded on a rock."

You can secure the good-will of your paint customers by selling them something just a little better than they thought they'd get —Lowe Bros.' High Standard Paints.

This is the paint that has 50 years of brains and experience behind it—years of use of the most advanced paint-making machinery of the times—years of absolute knowing how to make good paint and of determination to live up to the golden rule in so far as it is humanly possible to do so.

People who use Lowe Bros.' High Standard Paints through your store will be saying: "Well, they're nice people to deal with," maybe long after they've forgotten about the individual transaction. But good impressions linger. They mean "good-will."

At that, we do two-thirds of the selling—you only one-third. Ask us.

The Johnson Paint & Varnish Co., Limited, Vancouver, B.C.

Lowe Brothers LIMITED TORONTO

Lyon-Monkhouse, Limited Winnipeg, Man.

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
AX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES.
7½c per lb.

CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.

Yarmouth Double Filled.	
29-inch, 7 oz.	0 17¾
29-inch, 8 oz.	0 19½
29-inch, 10 oz.	0 24½
29-inch, 12 oz.	0 29½
Standard Single Filled.	
29-inch, 6 oz.	0 12½
29-inch, 7 oz.	0 14
29-inch, 8 oz.	0 15½
29-inch, 9 oz.	0 17½
29-inch, 10 oz.	0 19½
29-inch, 12 oz.	0 23¼
29-inch, 15 oz.	0 32

E

EAVETROUGHS.
10 inch, in 10 ft. lengths 3 30
12 inch, in 10 ft. lengths 3 88
15 inch, in 10 ft. lengths 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 22c. gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb.	0 16¼	0 17¾
250-lb. casks, lb.	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb.	0 17½	0 19
25-lb. drums, lb.	0 17¾	0 19¼
1-lb. pack., lb.	0 19¾	0 21¼
½-lb. pack., lb.	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.	....	0 24¼

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb.	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9 00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges. 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 5 p.c.
Corrugated, ½ in., ft.	0 03½
Corrugated, ¾ in., ft.	0 06

500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	4 75
Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered	5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50
Chicago Friction.	Oscillating and Big Twin-angers, 5 per cent.
Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES.
Fork, 45 per cent.

HOES.
Grub, 3½-lb., $4.00 doz.

HOOKS (CONDUCTOR).

Never-slip, 2 in., 1½ lbs., per doz. net	$0 30
Never-slip, 3 in., 3 lbs., per doz. net	0 45
Never-slip, 4 in., 4 lbs., per doz. net	0 60
Never-slip, 5 in., 5½ lbs., per doz. net	0 80
Hinged, 2 in., 2½ lbs., per doz. net	0 50
Hinged, 3 in., 3 lbs., per doz. net	0 65
Hinged, 4 in., 5 lbs., per doz. net	0 90
Hinged, 5 in., 6 lbs., per doz. net	1 10

I

IRON AND STEEL.

Angles	base	2 50 2 50
Common bar, per 100 lbs.	2 15	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Shoe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch	....	0 06½
1 7-16 to 3 inch	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts handles, japanned, per gross	9 00
Sad Irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95		
22 ft.	3 30	44 ft.	8 30		
24 ft.	3 60	46 ft.	8 74		
26 ft.	3 90	48 ft.	9 12		
28 ft.	4 20	50 ft.	9 50		
30 ft.	4 50	52 ft.	11 44		
32 ft.	4 80	54 ft.	11 88		
34 ft.	5 78	56 ft.	12 32		
36 ft.	6 12	58 ft.	12 76		
38 ft.	6 46	60 ft.	13 20		
40 ft.	6 80				

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft.	3 90 48 ft. 9 12
30	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail), 100 lbs.	5 00	4 85
Imported pig, per 100 lbs.	5 00	....
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motot	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg—Sole Agent for the West

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

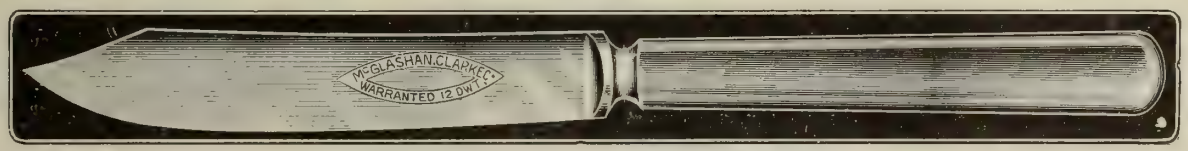
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

High-Grade Cutlery

Electro-Plate and Solid Nickel-Silver Flatware



FRUIT KNIFE

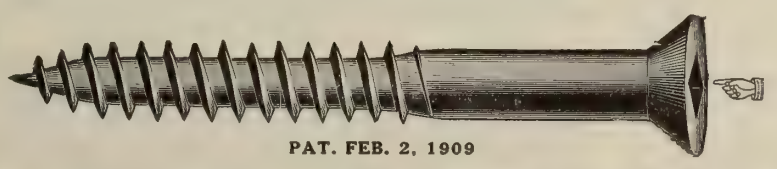
This Fruit Knife commands a steady sale the year around. They are put up 6 in a pretty satin lined box and make a very useful and attractive gift. Each box contains our Guarantee. Also made in 6 dwt. and 2 dwt. quality.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz.	9 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 60
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75
Extra Cloths.	
Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90. 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent, 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.10 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Best (American), per 100 lbs.	7 75
U. S. Navy (American), per 100 lbs.	7 25
Plumbers (spun), per 100-lb. bales	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.

Zinc and tin, 45 per cent.

Coppered oilers, 45 per cent.

Brass oilers, 45 per cent.

Malleable, 25 per cent.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch	0 09
Heavy, 8 ends to 1-inch	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	8 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston of Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varrish, per bbl.	5 00
Caps, per lb	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17

PAPER.

	Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S sheathing	0 42
Tarred fibre No. 1	0 62
Tarred fibre No. 2	0 43
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60

PITCH

Pine, per bbl., f.o.b. Toronto 4 50

PIPE.

Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

	Buttwelded. Black	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

	Lapweld.	
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.

Lead waste pipe, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths	3 45
3 inch, in 10 foot lengths	4 20
4 inch, in 10 foot lengths	5 53
5 inch, in 10 foot lengths	7 60
6 inch, in 10 foot lengths	9 25

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	18 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Selected full count.	Per Case
5 gross, 4-in. (loose)	$0 80
5 gross 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pack'gs of 4 doz. each)	0 80
6 gross, 4-in. (12 pack'gs of each)	1 00
4 gross, 4 in. (24 pack'gs of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices. Pliers and Nippers.

Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000.	23 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton rope 3-16 in. and larger	0 25
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.

Disston's Hand, 10 per cent.

Simonds' Hand, 15 per cent.

Shurley & Dietrich, 35 p.c.

Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.

Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.

SCREWS.

	Per cent
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.	
O.H. bright, 80, 10, 7½, 10% 10% off list.	
Wood F.H., brass 75 10 7½ 10	
Wood R.H., brass. 70 10 7½ 10	
Wood F.H., bronze 70 10 5 10	
Wood R.H., bronze 65 10 5 10	
Drive screws	65 10 5 10
Set, case hardened 60 10	
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
Bench, iron, per doz.	4 25

An Open Letter To Our Merchants

Dear Sirs:—House-cleaning time is here again and your customers will be coming in crowds for Muresco. How is your stock? Look it up now and mail your order at once.

We built a large addition to our plant last year, but owing to the enormous increase in the demand for Muresco, we are building another addition this year. We would therefore urge you to send your order now and not wait for our salesman.

Write for beautiful designs and new color card.

BENJAMIN MOORE & CO., LIMITED, WEST TORONTO

Sole Manufacturers of Muresco, the best wall finish

Do you sell it?



Are you in line for big paint profits in 1914? Have you made sure of a prosperous paint year by stocking

"SILKSTONE"

(COPYRIGHT)

the smooth as silk—hard as stone, flat wall color.

It means profit and good-will to you, to be a Silkstone Dealer.

Ask us about it now.

G. F. STEPHENS & CO., Limited

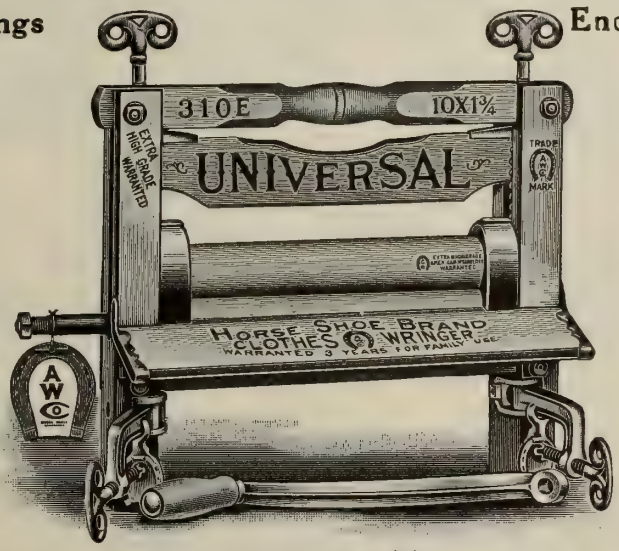
WINNIPEG, CANADA **Branch at Calgary, Alta.**

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs **Enclosed Cog Wheels**



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

SKATES AND HOCKEY STICKS.

Roller, No. 12, 85c pair.
Roller, No. 2280, 42c pair.
Ball Bearing, $1.60 pair.
Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb	Toronto
Wire solder, lb.	0 25½	0 27
Bar. half-and-half, guaranteed	0 24½	0 24

WIPING SOLDER.

Acme	0 19½
Easy	0 20½
Star Extra	0 22¼

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.

Foreign, per 100 lbs.. 6 00 5 50

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 55 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea.. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 5 00
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TIN.

	Montreal	Toronto
Tin, per lb. ..42½ to 43		39

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse).

	Doz.
Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each.	$1 50	14 ft., each.	$4 20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TWINE (Binder).

650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply..	0 24¼
Wrapping cotton, 4-ply..	0 26¾
Mattress, No. 64	0 45
Mattress, No. 73	0 55
Mattress, No. 84	0 60
Upholsterers' twine, No. 64	0 30

TUBES.

Boiler Tubes.

100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2.....	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

TIES (METAL).

Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0. 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.

White ware, 75 per cent
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS.

Can. wrought iron, 45 per cent

WASTE.

(See Paint Markets)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire. No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30 $[illegible] No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON

Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist ..	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.....	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75

Less 20 per cent.

MOP WRINGERS.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

WHEELBARROWS.

Navvy, steel wheel, doz...	21 20
Garden, steel wheel, doz..	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated Galvanized).

22 gauge, per square.....	6 75
24 gauge, per square.....	5 50
26 gauge, per square.....	4 25
28 gauge, per square.....	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best rest
16-20 ..	3 95	3 95
22-24 ..	4 15	3 95 4 15
26 ..	4 40	4 20 4 40
28 ..	4 65	4 45 4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 Eng. lish)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30. $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

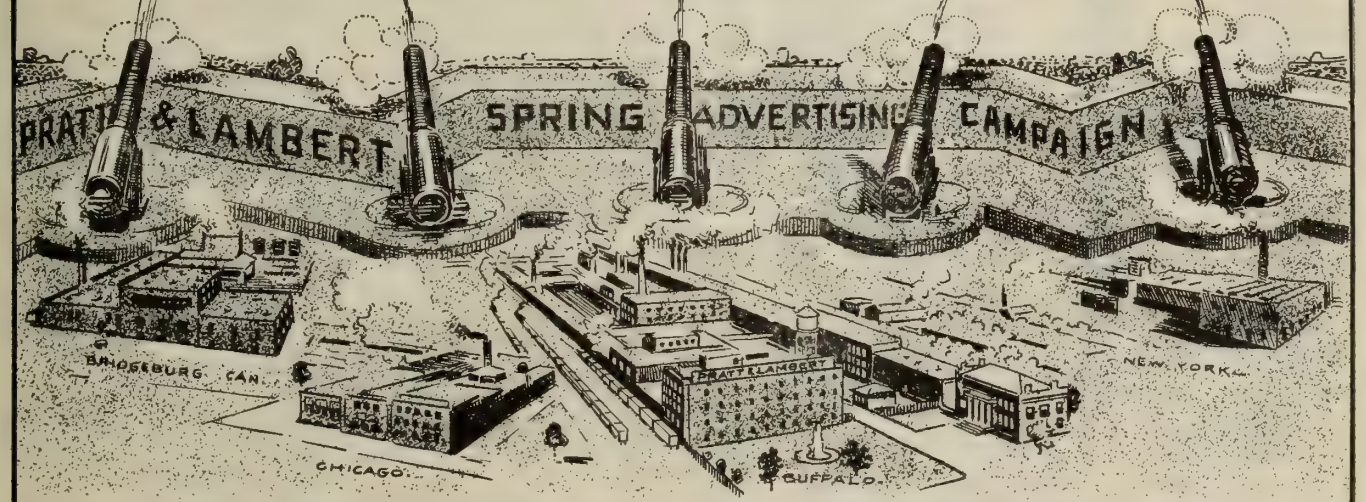


The P&L Spring Advertising is Hitting Hard in Your Town

BANG! Bang! The cannon are roaring, the bombs are bursting — the big Pratt & Lambert Spring Advertising Campaign is in action. Your town is the scene of action. Already word comes from the firing line: "We have met the varnish buying public and they are ours." Individual consumers, home-builders, painters, architects and contractors — every class to which varnish is sold are yielding to the mighty persuasive force of "Pratt & Lambert Advertising," and are buying Pratt & Lambert Quality Varnishes. Study the bursting bombs and you'll know why.

Are *you* getting this business in *your* town?

Write for the Pratt & Lambert Dealers' Proposition.
Pratt & Lambert Inc., 24 Courtwright St., Bridgeburg, Ontario



THE STRENGTH BEHIND THE P.&L. VARNISH PROPOSITION

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1....$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 06
Vermilion, 100 lb. kegs....	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 04
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16
Combs, graining set	0 75

COMBS.

Graining, in sets, set 0 65

DRIERS.

Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros.' Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 12
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

5 per cent. for city delivery, 20 per cent. on out-of-town shipments, f.o.b. cars.

MONTREAL QUOTATIONS.

Size United Ins.	Star. Country	City
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

GLASS, PLATE.

Country discount, 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec.

City discount 33 1-3, 7½ p.c.

Freight equalized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal Per 100 lbs.	Toronto
Elephant, Genuine ...	8 75	8 90
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..	....	8 50
Purity C.O. Co.'s. Ltd.		7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	....	9 50
Decorators Pure (Winnipeg)		8 80
Stephens' H. P. P. (Winnipeg)		8 30

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 65
3 to 5 bbls.	0 59	0 63
6 to 9 bbls.	0 58	0 61

LINSEED, BOILED.

Single bbls.	0 63	0 68
3 to 5 bbls.	0 62	0 66
6 to 9 bbls.	0 61	0 64

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 85
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint Winnipeg	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel 2 50

PARIS WHITE.

In bbs. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks.....	2 30	2 40
Bulk, 100-lb. drums..2	50	2 60
Bulk, 25-lb. drums .. 2	60	2 70
Bladders, in bbls. ... 2	80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans $2.10.

Mar-Not	2 70
Cumoff	2 10

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal.	Toronto
5 gal.	0 72½	0 74
Pure, single bbls 0	67*	0 67
2 to 4 bbls. 0	66½	0 68

VARNISHES.

	Per gal.	cans.
Carriage, No. 1	1	50
Excello	2	00
Mar-not	2	70
Pale durable body	3	50
Pale hard rubbing	3	00
Finest elastic gearing	3	00
Elastic Oak	1	50
Furniture, polishing	2	00
Furniture, extra	1	20
Furniture, No. 1	1	15
Furniture, Union	0	95
Light oil finish	1	35
Gold size Japan	2	00
Turps, brown japan	1	60
No. 1 brown japan	1	12½
Bakeing black japan	1	35
No. 1 black japan	0	95
Benzine black japan	0	85
Crystal Damar	2	50
No. 1 Damar	2	25
Pure asphaltum	1	40
Oilcloth	1	50
Lightning dryer	1	05
House painters' japan, ...	1	15
House painters' white jap.	1	95
Elastillite varnish	2	25
Copaline varnish	2	25
Granitine floor finish	2	25
Jamieson's floor enamel ...	1	75
Lowe Bros'. Durable Floor	2	40
Sherwin-Williams' KOPAL varnish	2	50
Canada Paint Co.'s SUN varnish	2	25
"Kyanize" Interior Finish.	2	40
"Flint-Lac," coach	1	80
B.H., Ltd., "Gold Medal," cases	1	80
Dependon Lt. H. Oil Finish	1	55
Everlastic Floor	2	30
Elastica exterior finish	4	25
Flattine floor finish	3	00
Stovepipe varnish, ½ pts, gross	9	60
Pure white shellac varnish, bbls.	1	80
Pure orange shellac varnish, bbl.	1	75
No. 1 orange shellac varnish, bbls.	1	60

WATER PAINTS.

	Per	lb.
Opalite, 300 lb. bbls.	0	07
Opalite, 100 lb. kegs	0	07½
1 gal. package, per pkge	0	45
½ gal. package, per pkge	0	25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 18
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾

The paint and the trade-mark that will build a reputation for your paint department and bring you more profits.



CANADA PAINT is the last word in paint-making. The materials used are the highest quality—The Canada Paint Co. ensure this by making the most important of them in their own factories. Modern paint-making machinery and scientific formulas produce this product. These are the reasons CANADA PAINT gives maximum protection at a minimum cost per year.

Trade-marked goods are advertised goods. That is a guarantee that the manufacturer is proud to stand behind them. It means good-will for the merchant who sells them. Property owners in all parts of CANADA are becoming more familiar with the CP trade-mark, and what it represents, every day, and that begets confidence in the CP line. CP advertising is more effective and extensive than ever; it reaches more people and brings their trade to the CP dealer. The CP trade-mark represents a full line of paints and varnishes that will build and hold business for your store. It is worth your while to investigate a proposition that will help you to make your business a greater success—the CANADA PAINT proposition will do this. Shall we send our representative to explain it to you? It puts you under no obligations whatever.

TRADE MARK

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES TRADE MARK **STAINS-ENAMELS LINSEED OILS**

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c;

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Bread axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅝ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅝ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4 25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie ont, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar. No. 3, $1.00.

GASOLINE.
Premier Motor, 1½ wood bbls., 29½c per gal.; $3.20 per case; Queen gasoline, 34½c per gal.; $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in , $3.10; 1¼, $3.10; 1 in., $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22. Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 12 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex.. small lots, $2.00 off; case, $2.75 off.

OILS.
Cylinder oils, 45c to 90c per gal.; Capital cylinder oil, 58c; engine oils, 31c to 60c; Standard gas engine, 43c; Prairie harvester oil, 30c; Granite harvester oil, 30c; Castor machine oil, Eldorados, 30c; black oils, 18c to 20c; lard oil, $1.00 to $1.50; Neatsfoot oil, pure, 90c to $1.25; harness oil, Eureka, 45c; seal oil, pale steam refined, 80c; threshers' hard oil, 25-lb. tins, $2.40 each; 10-lb. tins, $1.05 each.
3 in 1, small, 80c; large, $1.80.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 89
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65.

GALVANIZED PIPE.
¼ inch, $3.75; ⅜ inch, $3.90; ½ inch $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, 35.70.

PAINTS & OILS & GLASS.

DRY COLORS.
Yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 75	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish, bbls.	2 00	
Pure orange shellac varnish, bbl	1 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

LINSEED OIL.
Raw, per gal., 65c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg, Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 and 5 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28, I.C	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.75; Winnipeg, $2.03; American special 2-point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

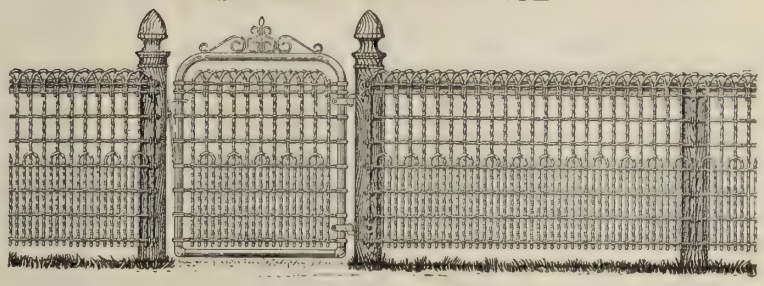
WIRE (STOVEPIPE).
18 and 19 gauge. 5½c per lb.

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

MAY IS THE BIG MONTH FOR LAWN FENCE

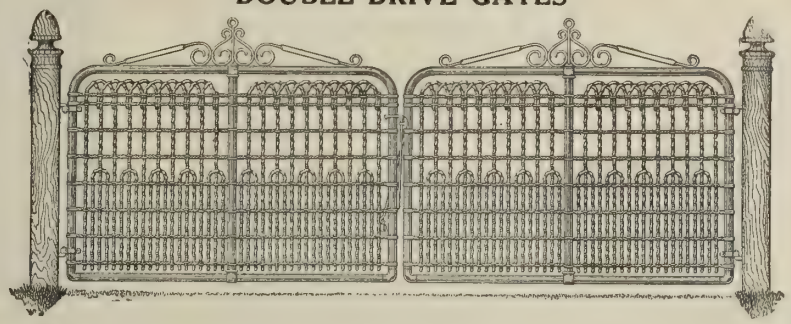
WE SHIP PROMPT MAIL IN YOUR ORDER NOW

STYLE Z LAWN FENCE



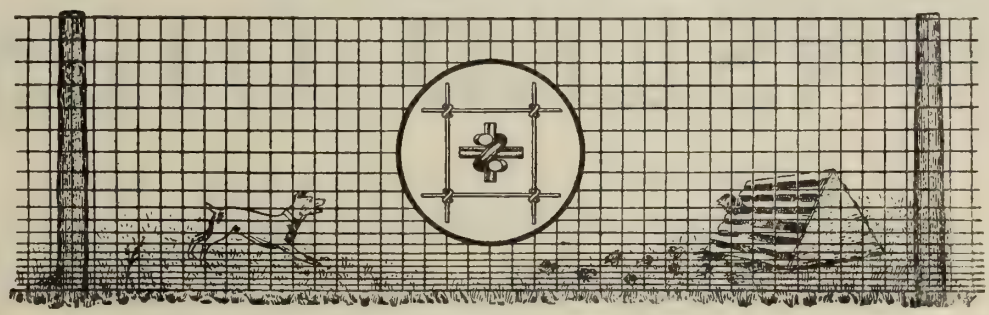
The uprights are corrugated No. 9 heavy galvanized wire, spaced 2⅞ inches apart, with an extra upright of No. 9 interwoven at the bottom, giving a spacing of 1⅜ inches. The cables, or horizontal wires, are heavily galvanized, twisted, and spaced 6 inches apart, except the two top cables, which are spaced 2½ inches apart. The bottom meshes are close enough to turn even small chickens.

DOUBLE DRIVE GATES



Frames are of high-grade tubular steel, with malleable corners. Hinges are high-grade malleable iron. Wrought iron scroll tops. Fitted with heavy centre-hook, which holds one or both gates (as desired), secure and firm when closed.

BLUE RIBBON POULTRY FENCE



Actual comparison shows that the total cost (including all labor and material) of a 10-rod Blue Ribbon Poultry Fence, means a saving of from $8.00 to $10.50 over that of the ordinary hexagon poultry netting.

The line wires at bottom of Blue Ribbon Fence are only one inch apart, the spaces gradually increasing towards the top.

Did you receive that Special 1914 Circular of Fencing we are mailing to dealers ?

Don't overlook Fencing-Pliers, Post-hole Diggers and Post-hole Augers, Fence-Staples too.

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"



RAMSAY'S PAINTS & VARNISHES
SATISFIED CUSTOMERS APLENTY
YOUR PERFECTLY GOOD PROFIT



That's a pretty good line up, and you can't do any separating—those three always stick together.

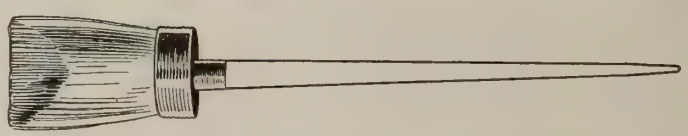
More than 70 years ago Ramsay's started to make good paint, they kept it up, and now the Canadian public know it.

Any man who comes into your store for paint and gets Ramsay's will come again when he wants more, because every brush of paint out of the can helps to write a good advertisement for Ramsay and for you.



A. Ramsay & Son Company
MONTREAL

Paint Makers Since '42





USE **"MAPLE LEAF"** BRANDS

LINSEED OILS

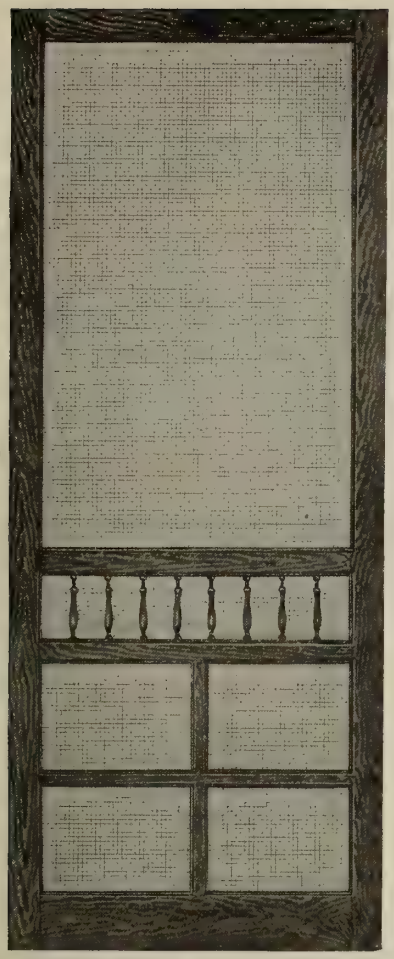
Our Guarantee of absolute purity goes with every shipment

If your jobber does not handle them write direct to our nearest Mill



The Canada Linseed Oil Mills Limited

Mills at Montreal and Toronto



Screen Doors

That Will Not Warp—Will Sell

Past history has shown that it is about as difficult to purchase a screen door that will not warp as it is to discover a fish that will not swim.

Time, however, has overcome many obstacles that seemed almost unsurmountable in the past—Screen doors, like everything else, have undergone great improvements, and we offer you these doors that are the best, in every respect, that modern science can construct.

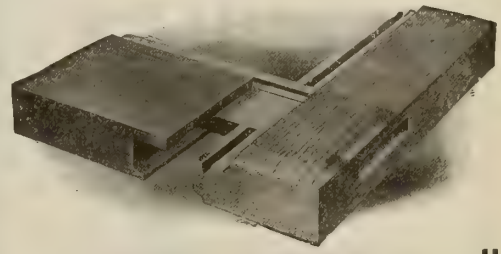
Don't take a chance on selling a customer an inferior door and thereby lose his confidence in the balance of your stock for all time to come. Be in a position rather to recommend a door that will please your patrons and that will increase their reliance on your recommendation by proving itself to be all that you claim of it.

Note The Construction

Our doors are all mortised and tenoned construction as shown in the accompanying cut. This is conceded to be the strongest and only correct construction for screen doors. We pride ourselves on the workmanship and jointing of every door—the corners fit perfectly and snugly. All moulding is set in flush and mitred at the corners. Doors are made ¾ inch longer and ¼ inch wider than regular sizes to allow for trimming.

Save Both Time and Freight

We carry three complete stocks of screen doors and window screens—at Winnipeg, Saskatoon and Swift Current. Order from our nearest branch. If you have not full details, a postal inquiry will bring you our 1914 price list and design book by return mail.



This Cut shows our Mortised and Tenoned Joint

Screen Door Hardware

A Good Profit-Maker in its Season

Our assortment of this line is the largest and most varied in Western Canada. We have lock sets, door catches, pulls, door checks and anti-slam sets in wonderful variety of finish and style. Owing to the shortness of the season, however, your stock must be in shape at the proper time. Our hardware catalogue and price list will assist you in making a selection. Write for it.

The Winnipeg Paint and Glass Co., Limited

SASKATOON
SWIFT CURRENT

"Everything for a Building"
WINNIPEG

CALGARY
EDMONTON

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

HERCULES

SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba—Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver.

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

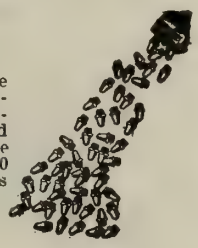


Red Tip CALKS

Let us tell you some of the reasons why RED TIP CALKS are rapid sellers and bring profit to the dealer.



MATERIAL—RED TIP CALKS are primarily a safety device and therefore there is no choice between them and cheap, unworthy substitutes. *Safety demands the best.* They are made by skilled labor, of the highest grade material, carefully analyzed and tested by schleroscope and are rigidly inspected before leaving the factory.



TEMPER—RED TIP CALKS are tempered exactly. There is no guesswork about it. The heat being regulated by electric pyrometers is even, and the last calks in the lot have the same temper as the first. Every box of 50 contains 50 *good* calks. Horse owners know this.



EFFICIENCY — RED TIP CALKS are made as here shown with a pin of high-carbon steel inserted in an outer shell of softer metal. Time has shown that this is the only way to make a calk.

LABOR AND TIME SAVERS—RED TIP CALKS when worn down can be removed and a new set inserted in 20 minutes by the aid of a simple wrench, thus eliminating long waits at the Blacksmith Shop.

COST—RED TIP CALKS cost far less than the old-fashioned way of sharpening, besides putting the user in readiness to travel at all times.



CAN CHANGE IN TWENTY MINUTES.

PROFIT—RED TIP CALKS pay a large profit to the dealer. They are quick, easy sellers, being widely advertised and as widely esteemed.

GUARANTEE—RED TIP CALKS are guaranteed to be as represented. They are guaranteed to wear sharper and last longer than others. They are guaranteed to be perfect in thread and temper. We market no seconds under any brand.

Genuine Neverslip Calks have Red Tips. Beware of Imitations.

Neverslip Manufacturing Co.

FACTORIES:

New Brunswick, N.J., U.S.A. Montreal, Can.

Canadian Office: 559 Pius IX. Ave., Montreal.



When a customer asks for the best you have in stock are you able to reach up for a can of

Dougall Varnish

For whether she knows the name or not—it is Dougall she means when she asks for the best.

It is Dougall Varnish that gives the wear — and in the end makes her think your store is an economical place to buy.

It is Dougall Varnish that gives a finish that makes a housewife proud of floors and furniture.

It is Dougall Marine Varnish that makes her table proof against hot-plate marks—and the floors proof against grinding heel marks.

It is Dougall Varnish that will make a good friend of every purchaser and add to the prestige of your name as a dealer in the best.

The Dougall Varnish Company, Limited

Montreal, Que.

Associated with Murphy Varnish Co. U.S.A.

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

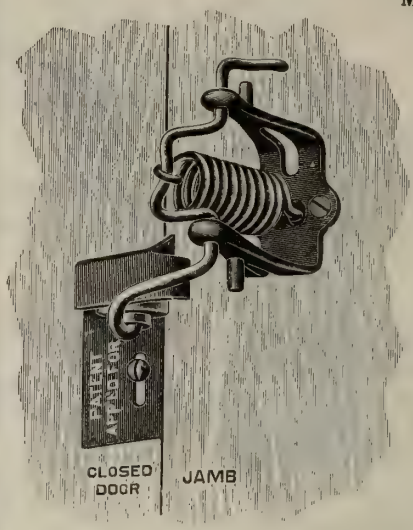
J. H. Still Mfg. Co.,
LIMITED

ST. THOMAS, ONTARIO

It brings the customers back

It makes you good friends, and firm friends, too. It pays you a fine profit and makes your customers walking advertisements for you.

You won't find a better line than this



Mallory Automatic Door Spring

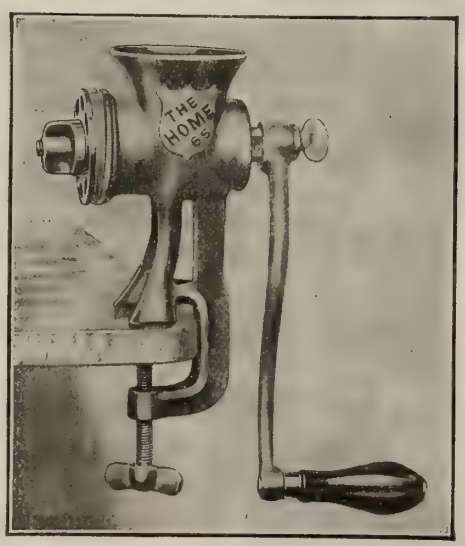
It will keep storm and screen doors securely closed; it is ideal for hen-coops, cupboard doors, etc.; and may be had in two strengths, 3 lb. and 5 lb.
Packed in boxes of one dozen springs; with the necessary screws, and instructions for installing.

If your jobber cannot supply you, write us direct.

G. W. MALLORY
Blenheim, Ont.

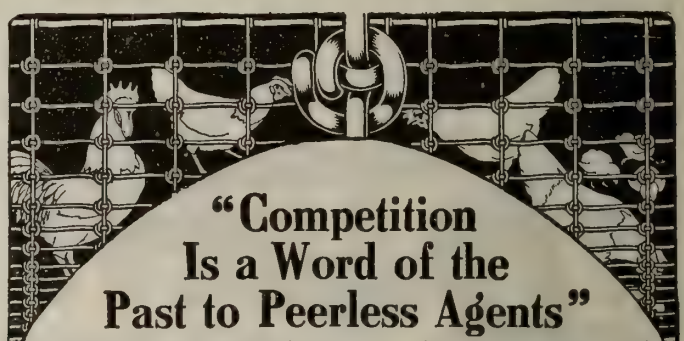
You will find this
MAXWELL "HOME 65"
FOOD CUTTER

one of the best selling lines you ever handled.



The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.

Maxwells Ltd., St. Mary's, Ont.



"Competition Is a Word of the Past to Peerless Agents"

That's the way Peerless dealers speak about their agency. Read what this experienced dealer says about Peerless fencing. Note his Peerless sales ran six times greater than that of other fencing. Look—

The Banwell-Hoxie Fence Co., Hamilton, Ont. Middlemiss, Ont., Jan. 8, '13.

Gentlemen:—I have been selling fence for the past seven years and in that time have represented several different firms. It gives me pleasure to say that I took the agency for your fencing for 1912 and have sold in that one year more fence than in the other six years of my business, and the best of it is I have not had one complaint in any way against Peerless fence. Different from most fences it stretches flat and all wires of even length; the lock is tight and strong and the quality of the wire is of the best. There is very little other fence used in this district and competition is a word of the past to the agent for Peerless fencing.

Yours truly, J. A. McDONALD.

This is but one of many similar dealer's letters in our files. Everyone is enthusiastic about his Peerless agency. Everyone has nothing but praise for Peerless fencing—the fence that saves expense.

Peerless Poultry Fence

is made of the best Open Hearth steel fence wire—tough, elastic and springy—and will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and will not flake, peel or chip off.

The joints are securely held with the "Peerless Lock" which will withstand all sudden shocks and strains, yet Peerless Poultry Fence can be erected on the most hilly and uneven ground without buckling, snapping or kinking.

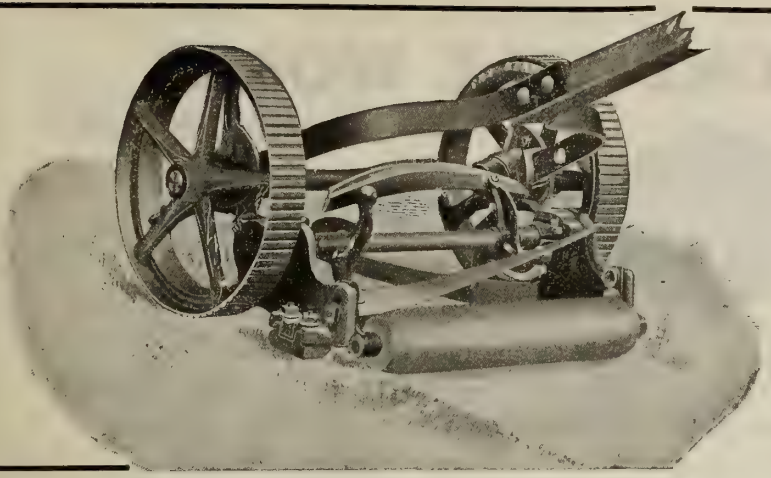
The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

We also build Farm and Ornamental Fencing and Gates.

Do You Want the Peerless Agency?

We still have some valuable territory open to good reliable dealers. Do you want it? Do you want to be the leading fence dealer in your locality? Then write us. Ask for our dealer's proposition now before someone else gets ahead of you.

Banwell-Hoxie Wire Fence Co., Ltd.,
Winnipeg, Man. **Hamilton, Ont.**



Summer Time

Means lawn mowing time and a big, brisk business in your lawn mower department.

Be sure that the business you do this year lays a foundation for an even larger business next year, by handling "Birkett Lawn Mowers," for—

Their proven excellence makes them business builders in every locality.

Get the prices!

Thos. Birkett & Son, Limited
Ottawa, Ont.



Get Henckels TWINWORKS Cutlery

Because of its superior quality.

Every piece bears this trade-mark ⟶

Sole Agents for Canada: F. W. LAMPLOUGH & CO., UNITY BLDG., MONTREAL

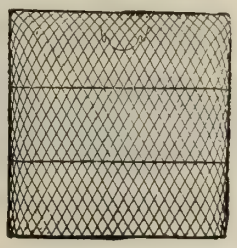
We are headquarters for

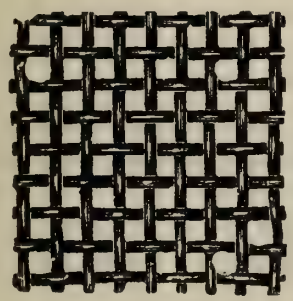
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards. Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list





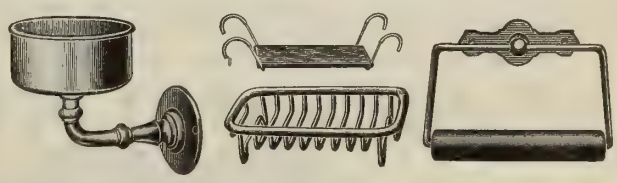


Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:
Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.
HAMILTON



IF YOU ARE NOT HANDLING

"WILWEAR"

Bath-Room Fittings

you are surely handicapped in making quick sales and profit. Why not cater to the public? Make it known you are working for their interests by selling a good medium-price line. "WILWEAR" wins the trade and holds it for you, and brings new customers that heretofore have passed you by, simply because you saw fit to handle high-price fittings out of their reach. Just grasp this advice now and send for our complete plan that you should have had long ago.

NOVELTY MFG. CO.
WATERBURY, CONN.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE

We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"



THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

Eaves Trough, Conductor Pipe, Elbows, etc., etc.
Galvanized Iron, Tin and Canada Plate, Tinners' Supplies, Metal Roofings, Sidings and Ceilings

We devote our whole time and energy to Western Canada and with our large stocks give prompt and efficient service. It will pay you to send your orders to us.

Winnipeg Ceiling & Roofing Co.
LIMITED
P. O. Box 2186 H Winnipeg, Man.

CALGARY — Sheet Metal Mfg. Co., Ltd.
EDMONTON — Edmonton Metal Works Ltd.

BROOMS
OF QUALITY

Try our

BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.
Hamilton

Housewives Want An Easy-Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The Thermo Washer is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

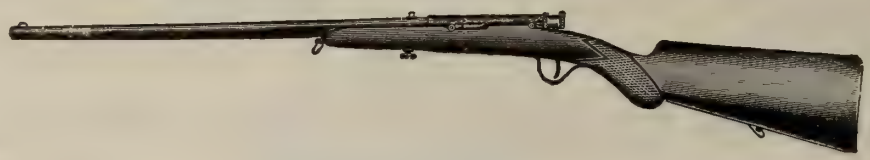
Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.
LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

Hardware Dealers Should Feature the "BAYARD" Line



Look over your stock and see if you have on hand sufficient "Bayard" Automatic Rifle Pistols, Shot Guns, etc., to show the probable customer.

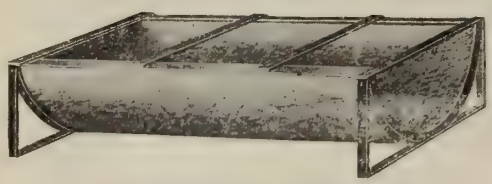
The camping season will soon be here, and the camper, sportsman or hunter will certainly want to purchase one of the many handsome "Bayard" lines.

Descriptive Booklet for the asking.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada

Sell Heller-Aller Goods

They pay good profits, and the quality insures satisfaction



HALF-ROUND TROUGHS

These tanks have a steel frame or truss at each end. They are built to stand up under the abuse to which such goods are subjected.

oil and gasoline tanks are made of galvanized steel, and they will stand a lot of hard usage.

Screw caps opening on top to fill up by and a faucet in the side near the bottom to draw off contents. Prevents loss by vibration.

Our tank catalog will give you full information on these and many other styles of tanks. **Write for it.**

The Heller-Aller Co., Windsor, Ont.



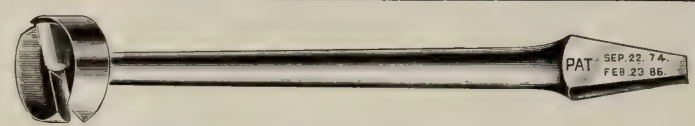
OIL AND GASOLINE TANKS

PEASE "ECONOMY" FURNACES

Write to-day for Catalogue and Prices.

PEASE FOUNDRY COMPANY
Limited

Works: Brampton. **Head Office: Toronto.** **Branches: Vancouver, Winnipeg, Hamilton, Montreal.**

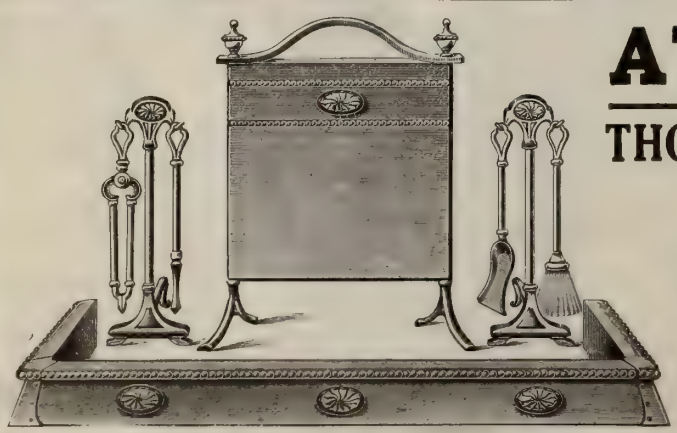


THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



ATTENTION

THOMAS SMART & SONS, Ltd.

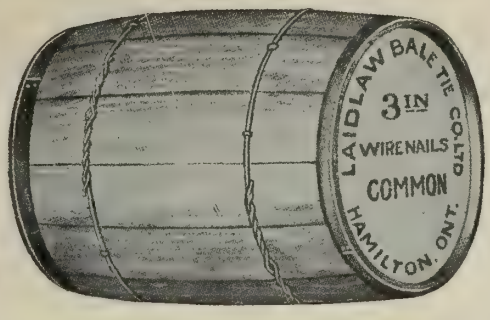
WATSON'S GREEN WORKS
DUDLEY, ENGLAND

TRADE MARK

MANUFACTURERS of Hearth Suites of every description, Companion Stands, Fire Screens, Coal Vases Log Boxes, Cake Stands, Gongs, Etc.

Canadian Representative:
GEO. A. MARSHALL, Showrooms, Lombard Buildings, 70 Lombard Street - TORONTO

If You Want to Handle



WIRE NAILS

OF SUPERIOR QUALITY
CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

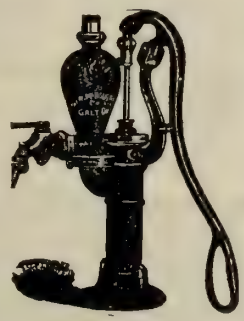
THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The
R. McDougall Co., LIMITED
GALT, CANADA

HOW YOU CAN REACH
the Paint Consumer
SUCCESSFULLY
Not "GET AT" Him

But reach him with convincing proof that you are giving him the best paint and varnish values that can be obtained.

MAPLE LEAF
Paints and Varnishes

appeal to the best class of paint trade, and when they do reach it they hold that trade through the sheer merit of their service and satisfaction.

Some people may be appealed to and reached through pride or prejudice, others through influence, some respond to friendship. But everybody responds to the convincing value and pocket-saving services of MAPLE LEAF LINES.

With such a universal basis of appeal you can rapidly build and maintain the best paint department in your town with

Maple Leaf Paints and Varnishes



Our Decorative Aid Department continually scours the country developing paint business in the interests of our agents. This service helps agents in many ways, oftentimes putting them in touch with paint consumers in a most surprising manner. You had better write and look into this feature of our Sales Development.



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO Montreal
Canadian Agents

SPOONER'S No HOT BOXES
NON-FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

FINE LAMP BLACKS
The only original Germantown
BEAR BRAND
WILCKES, MARTIN, WILCKES CO
135 WILLIAM ST NEW YORK

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

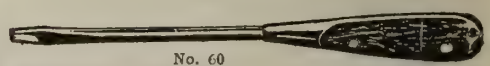
The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Biforcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

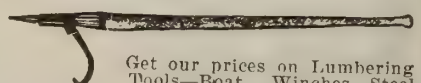
BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Goods Well Displayed are Half Sold!
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

When writing advertisers kindly mention having seen the ad. in this paper.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

BRONZITE

The Permanent Green Paint



Will Multiply Your Sales

There is a certain sale for Greens in every town in Canada. Bronzite has the largest sale of any Greens in the world. It is a wonderful Green that is manufactured from the Ore of Kolonite. It is different from all other Greens, in that **it may be depended upon to withstand, for an indefinite time, the action of sun and water.** ¶ Our travellers will soon be on their Spring trip through Canada. **Drop us a card and they will call on you.** Used on all work where a green paint is needed.

COLONIAL WORKS Inc.
225-237 Norman Avenue, BROOKLYN, N. Y.

Sanderson-Harold Refrigerators

make ice go further and prolong satisfaction BECAUSE

They are insulated with MINERAL WOOL, **the best known non-conductor of heat or cold.** Mineral wool does not decay or cause odors.

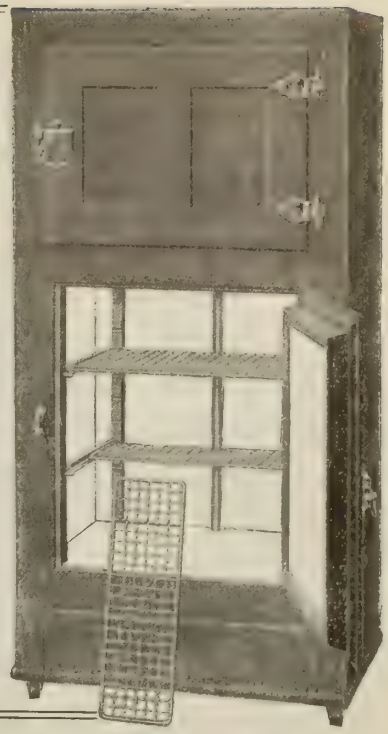
Materials are the best obtainable. Lumber is seasoned in our own yards, where we carry over a year's stock of Ash, Oak and other hardwoods. All are thoroughly kiln dried before cut up.

There is perfect circulation of **pure, dry air** at all times.

Design and finish are exceedingly attractive. **We guarantee** to remit purchase price and take back the refrigerator if not **exactly** as represented by us.

Drop a card for catalog.

Sanderson-Harold Company, Limited
Paris, Canada



MYERS PUMPS

ALL KINDS
HAY TOOLS
BARN DOOR HANGERS

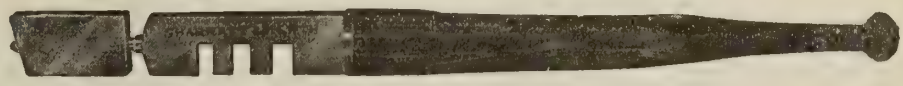
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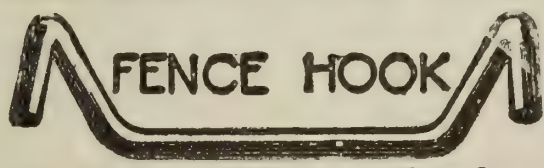
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Canada's rural population has suffered from the exodus of many of the best young men. The policy of our immigration authorities has not brought in the desirable rural Briton to take their places. This fact is brought to our attention by a careful writer and thinker in the May issue of "MacLean's Magazine." He has travelled and lived for some time in Australia and has observed the systems employed in each Dominion and the results that are obtained. His conclusions are irresistible.

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Besides this, the May issue fairly bristles with interesting sketches, all superbly illustrated by some of the best Canadian talent. Here are a few of the subjects that are treated:—

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With an unusually choice quota of choice stories by such authors as Alan Sullivan, Britton B. Cooke, Robert E. Pinkerton, L. R. Rorke, and Quentin Quarren.

The Review of Review department and the illustrations are stronger than usual. Dudley Ward's drawing, "Nothing New Under the Sun" is a clever one. Order now.

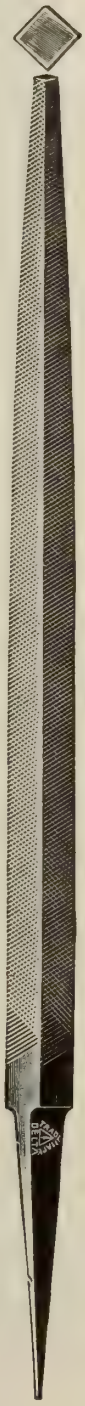
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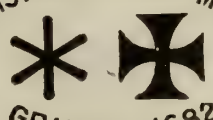
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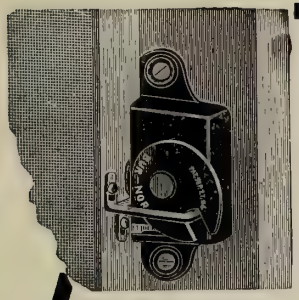
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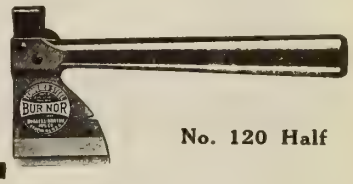
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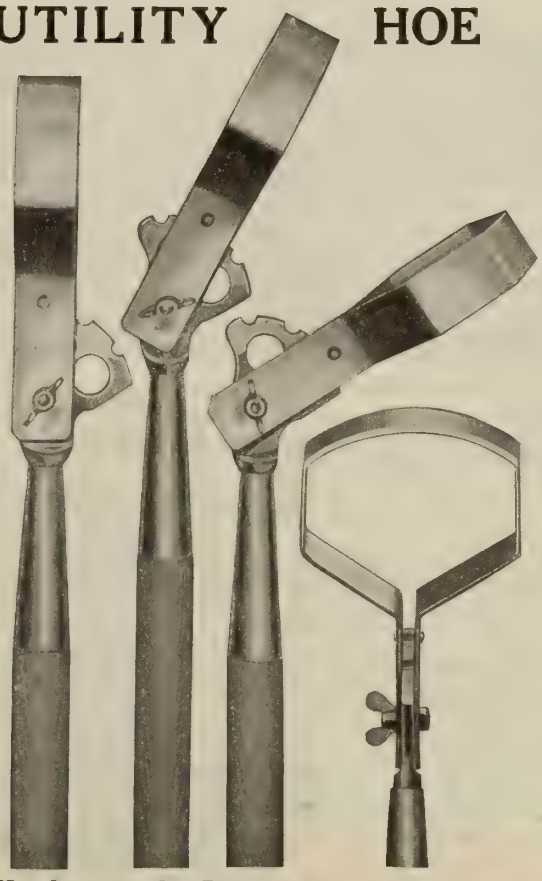
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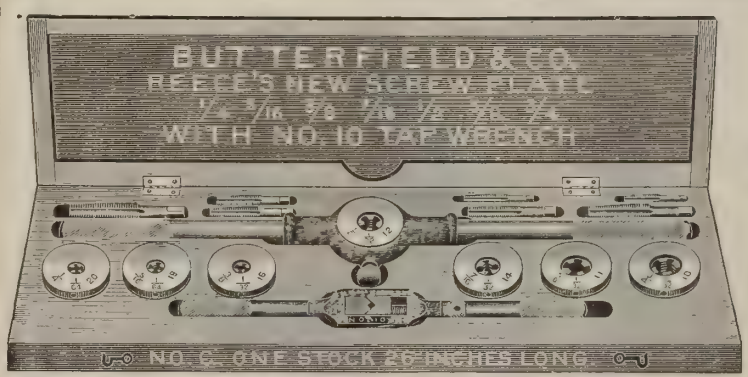
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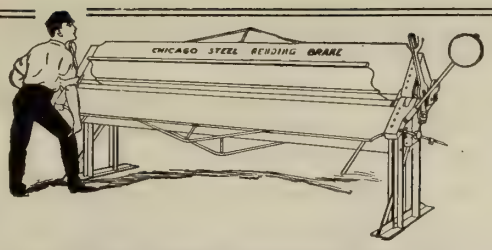
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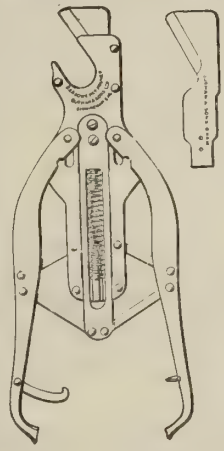
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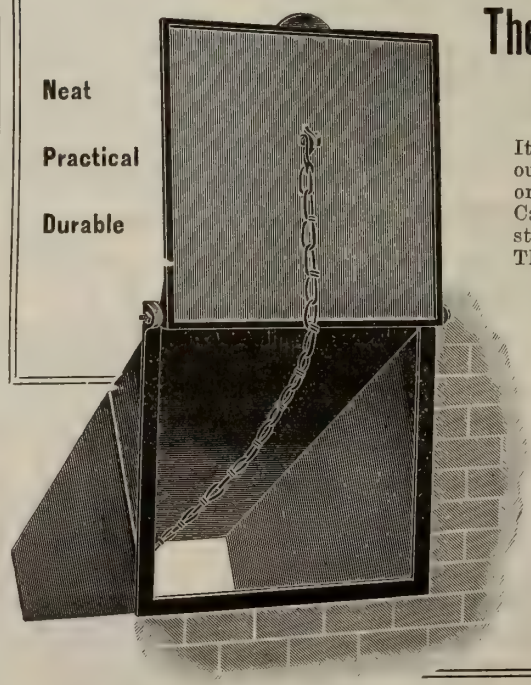
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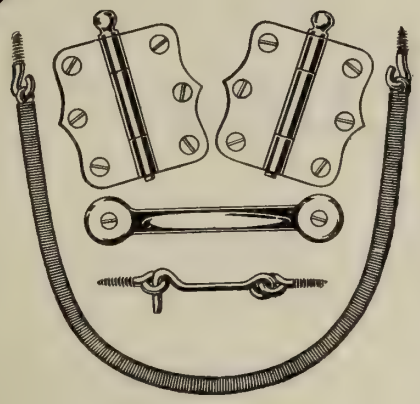
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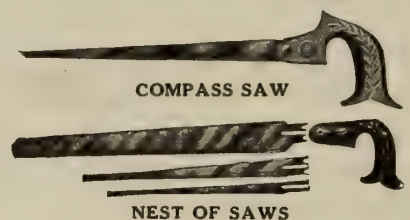
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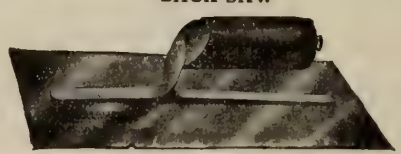


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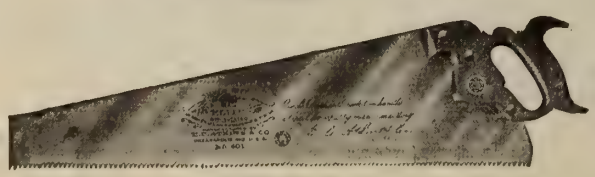
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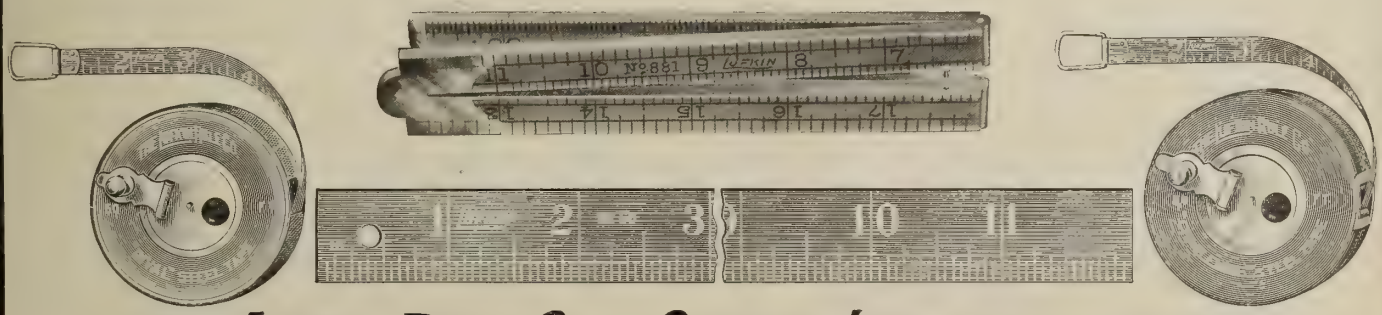
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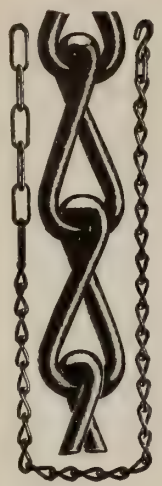
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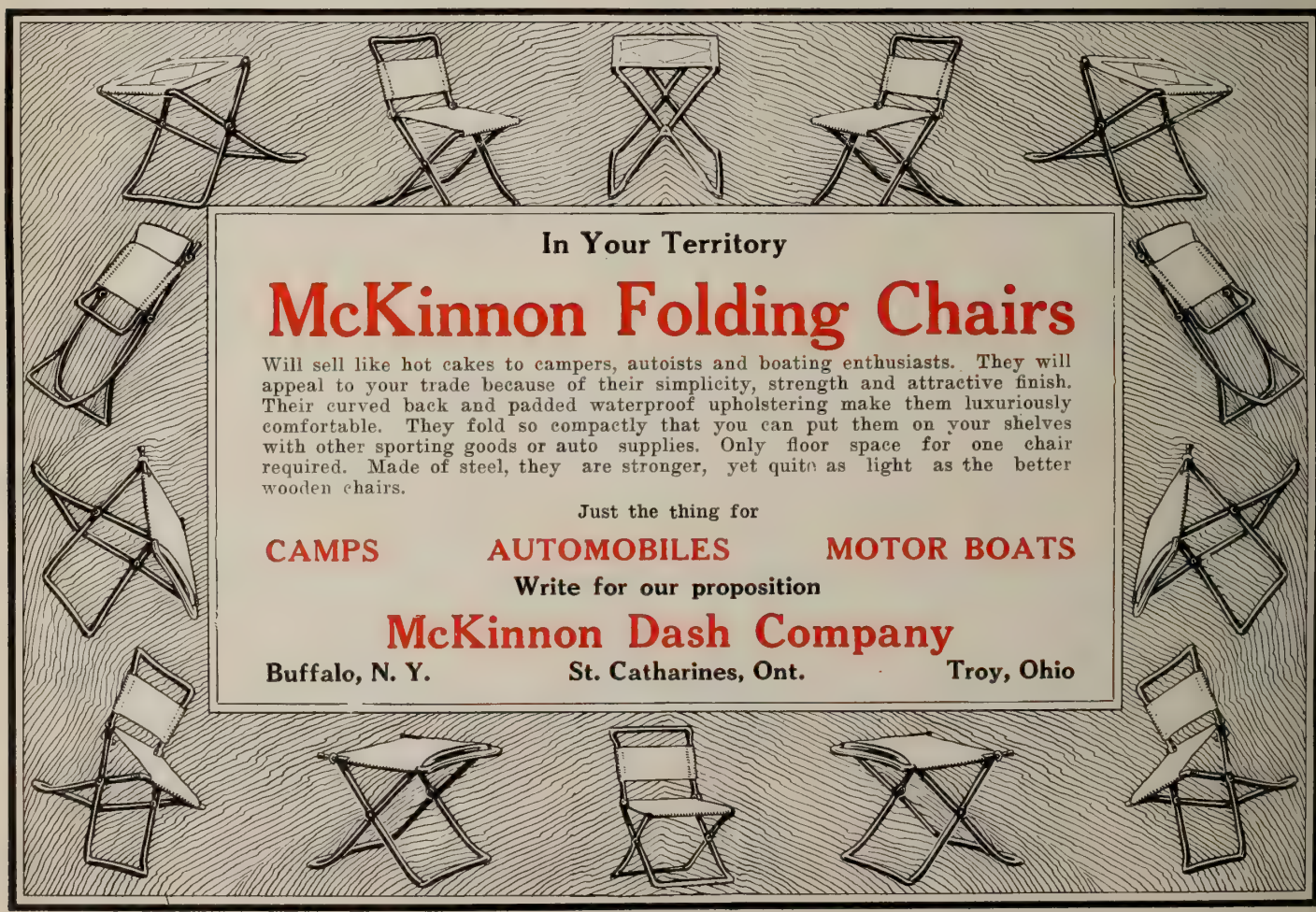
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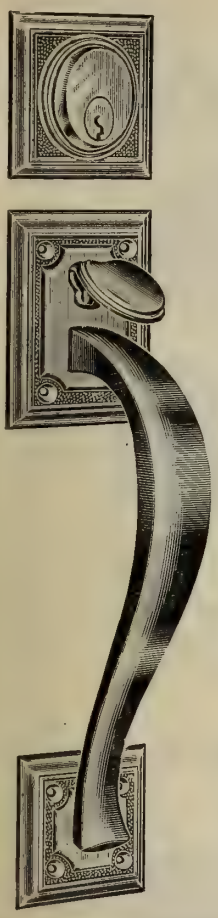
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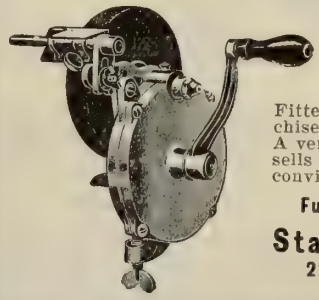


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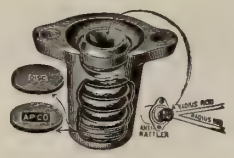
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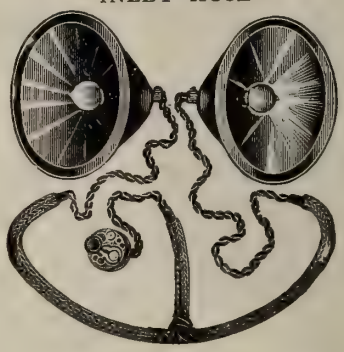
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SPECIAL OFFERING OF

Sea-Water Stained Galvanized Sheets Flat or Corrugated

We have (at Toronto factory) a quantity of good brand Galvanized Sheets, discolored by sea-water. Size 96x36 inches, gauges 26 and 28. Also limited quantity of same, gauges 120x36 and 72x36. Much of this material is suitable for lining cold air shafts and similar work.

Will also supply same corrugated, width 33 inches. Suitable for the cheaper class of roofing and siding work.

Write For Prices.

Special quotations on 100 squares or over. Mention quantity you could use and whether flat or corrugated.

We also have a complete stock of first-class Corrugated Sheets and sundries at both Toronto and Winnipeg.

THE METALLIC ROOFING CO., LIMITED

TORONTO **Manufacturers** **WINNIPEG**

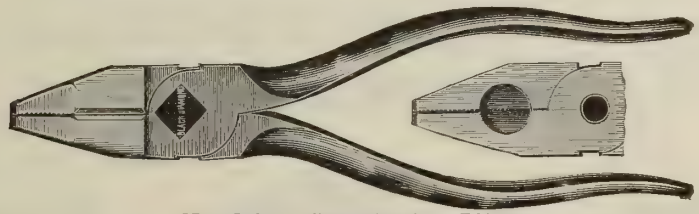
BLACK DIAMOND PLIERS

Are Tough Pliers

The Pliers shown here are made under positive instructions which embrace the Quality of Steel, the Tempering, the Grinding and Finishing.

They are made to be the BEST THAT CAN BE PRODUCED. They are not made to come within a price. The price was put on after the cost of making the best tool possible had been arrived at.

Every Plier Replaced Free of Charge if Found Defective



No. BDP—Side-Cutting Pliers.

Full-ground and highly-polished; forged from toughest Swedish steel; oil-tempered jaws; raised cutting edges; milled jaws; lock-joint; extra heavy rivet; correctly-shaped handles; large circular opening at back to prevent chafing; insulated wire when cutting.

Length inches	4	5	6	7	8
Catalogue list, per dozen	$6.80	$7.80	$9.00	$10.00	$13.60



Black Diamond Fence Pliers

COMBINES 10 TOOLS IN ONE

- 2 Staple Pullers
- 2 Hammers
- 1 Wire Stretcher
- 1 Wire Splicer
- 2 Wire Cutters
- 1 Plier
- 1 Wrench

Pull Staples Straight,
Drive Staples Straight,
Stretch Wire, Cut Wire,
Straighten Wire,
Splice Wire,
Turn Nuts, Hold Pipe.

Draws Top, Bottom or Centre Staples equally well. Pulls Nails or Broken Staples.

IT IS A WELL-BALANCED HAMMER.

Catalog List, Per Doz.

No. BDF.—10½ inches Long, 2¼-inch Head, ¾-inch Faces **$19 00**

Polished head, oil-finished handles, with patent **stop**, which prevents plier opening beyond a free passage of the wire slats.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO**

The Steel Company of Canada, Limited
Hamilton, Ont.

We are in a position to take care of all "SPRING SPECIFICATIONS" for immediate delivery of the following products:

Wire, Wire Nails

Tiger White Brand Lead



100% Pure Putty

Wrought Iron Pipe

Horse Shoes and Horse-Shoe Nails

Pole Line Hardware

Cotter Pins, Escutcheon Pins, Cut Nails,
Cable, Carriage Top Material,
Spikes, Cross-Arm Braces,
Wire Hoops, Lead Pipe, Stove Scrapers.

STEEL
- Angle
- Band
- Concrete Bars
- Channel
- Machinery
- Mild
- Plow Beams
- Rivet
- Merchant
- Harrow Tooth

RIVETS & BURRS
- Boiler
- Bridge
- Belt
- Iron, Brass and Copper
- Flat, Round
- Cone and
- Truss Heads

PIG IRON

IRON & BRASS WOOD SCREWS

MACHINE SCREWS

SHOT

WING BOOT CALKS

CORRUGATED FASTENERS

"INVINCIBLE" FENCING

BOLTS & NUTS
- Stove
- Tire
- Carriage
- Bridge
- Machine
- Track
- Elevator
- Plow
- Shaft
- Coach Screws
- Special, Etc.

STAPLES
- Fence
- Blind
- Electricians'
- Bed
- Poultry Netting
- Nutted

TACKS
- all kinds, including:—
- Basket
- Carpet
- Cut
- Clout Nails
- Upholsterers'
- Trunk Nails
- Saddle Nails
- Glazier Points
- Copper
- Cheese-box,
- Etc.

BRIGHT WIRE GOODS.
- Jack Chain
- Wire Door Pulls
- Kitchen Hooks
- Gate Hooks
- Screw Hooks and Screw Eyes.

Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VANCOUVER VICTORIA ST. JOHN HALIFAX





PEARL WARE

A general utility **ENAMELED WARE,** pearl gray inside and out and sold at a reasonable price.

It will stand the maximum of knocks with the minimum of wear.

It is easy to keep clean.

It appeals to the thrifty housewife, whose time is limited—also her purse.

Recommend **PEARL WARE** to most of your customers.



Shipments Made Promptly



THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

A Confidential Chat With Our Readers

"For practical knowledge and suggestions, Hardware and Metal cannot be beaten."

So writes a Saskatchewan hardware merchant, in renewing his subscription to Hardware and Metal. And, as our staff is experienced in business as well as in journalism, readers will find that the suggestions made in Hardware and Metal are always practical.

The editor was recently talking to a traveler for a big hardware jobbing house, about the buying hints which are given from time to time in Hardware and Metal.

"You certainly struck it right on those special door sets a few weeks ago," said he. "I noticed you had an item that one house was offering door sets at a special price, and you advised buying, as the value was exceptional. However, I didn't press my customers to purchase the line just now, as I thought I would still be able to offer them at the same price on my next trip.

"When I got into the house Friday night, the first thing they told me was that the special price on these door sets had been withdrawn."

A Practical Test of Hardware and Metal's Value.

Another evidence of Hardware and Metal's value to its readers has come to light through a study of business mortality in the hardware trade during the past five or six months of depression.

Hardware and Metal's Circulation Department kept an accurate record of the failures, in the hardware trade throughout Canada, to ascertain to what extent readers of Hardware and Metal suffered from the tight money conditions which were forcing many business firms to the wall.

The result was nothing short of amazing. For, though only 10% of Canadian hardware merchants are not subscribers to Hardware and Metal, it was found that of the hardware firms who had been forced into liquidation or a compromise with their creditors, 75% were not subscribing to Hardware and Metal.

Among those who were driven to the wall was a large British Columbia hardware firm, whose subscription we had been anxious to secure for years. They practically gave as their reason for not taking Hardware and Metal, that they knew all there was to know about the hardware business and Hardware and Metal could not teach them anything. But, that there were some things they might have learned to their profit is seen from the sequel.

Studying Methods of Display.

That hardware merchants are carefully studying better methods of storing and displaying their goods is shown by the interest readers are taking in the big quantity of this kind of information given them by Hardware and Metal.

A few months ago an illustrated article was run, describing the very effective methods of W. Walker & Son, 1228 Yonge St., in displaying builders' hardware.

Mr. Walker says that he has been constantly hearing about the article ever since.

"I never realized before," said he, "how widely Hardware and Metal circulates among the hardware trade. Why, I have had letters from merchants all over Canada asking my advice about certain phases of my system. And, the other day, a hardwareman from Saskatoon dropped in to look over my builders' hardware room. He said he had read about it in Hardware and Metal and wanted to get some ideas for his own store."

One of the most valuable services rendered its readers by Hardware and Metal is the description of successful methods of selling, displaying goods, advertising or buying, as the case may be. These methods nearly always bear the stamp of the merchant's own personality. They were designed to meet his own peculiar problems, and, without modification, they might not exactly fit the situation of many other merchants.

But these plans, successfully worked out, whether in Portage la Prairie or Smith's Falls, contain the germs of similar plans which would work just as well in Cranbrook, B.C., or Amherst, N.S. And so any hardware merchant who is at all adaptable may get ideas from every issue of Hardware and Metal, which will make more money for him than any other investment of the same amount of money and time.

Back Into the Hardware Business.

Did you ever notice how the hardware business "gets" a man? It seems to possess an attraction similar to that of railroading—a life proverbial for the spell it exercises over those connected with it.

Nearly every hardwareman "comes back." He may sell out, go into some other line of business, or retire altogether. But it is not long before he yearns to get back into hardware. It is almost a case of "once a hardwareman, always a hardwareman."

Last week one of the new subscriptions to Hardware and Metal was from an old friend who had kept a hardware store in a Grey County town some years ago. He sold out and went West, going into another line of work.

But the lure of hardware had been upon him all that time, and now he is opening a hardware business in one of the most rapidly developing districts in Toronto.

Even before his store was in shape for business, he subscribed for Hardware and Metal."

"I liked Hardware and Metal so well," he remarked, "that I disliked dropping my subscription even when I gave up the hardware business. Now that I am back in the game, one of my keenest pleasures will be to read Hardware and Metal again every Saturday. But I must say that your paper shows vast improvement. You are certainly keeping pace with the development of the country."

HOWLAND'S SAMSON QUALITY
H. S. HOWLAND SONS & CO. LIMITED TORONTO
REG'D



SAMSON
LAWN BOWLS

are made of the finest lignum vitae in either natural color or black finish, with ivory centres. Made strictly in accordance with the Scottish Lawn Bowling Association Rules. Full weight and correct bias all tell strongly in their favor.

Ab-so-lute-ly Guaranteed

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

TROLLEY-HANGER
Questions and Answers



THE HATCH

Why does the "Dealer" stock the Hatch Trolley Hanger?

BECAUSE

The dealer makes a good profit; has faith in the Hatch Hanger, and knows that he will have a satisfied customer.

Why does the "Customer" demand the HATCH HANGER?

BECAUSE

He wants the BEST for the LEAST money.
He wants a hanger, easy to adjust, strong, well made, and one that can be depended on. THE HATCH fills the bill.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

Makers of the RELIABLE Crescent Brand Butts and Hinges

Time-Tested Trade Winners

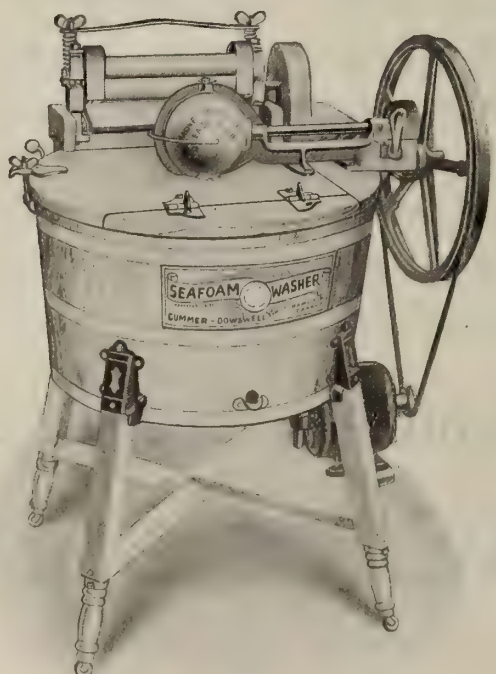
That will bring more trade your way.



NOISELESS



SNOWBALL



SEAFOAM ELECTRIC POWER WASHER AND WRINGER

CUMMER-DOWSWELL, LIMITED

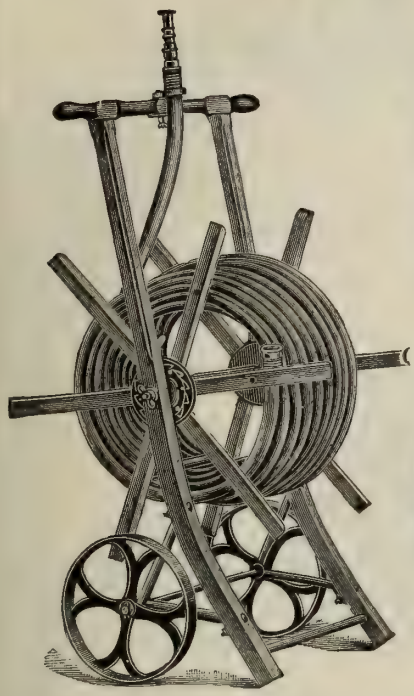
HAMILTON, ONT.



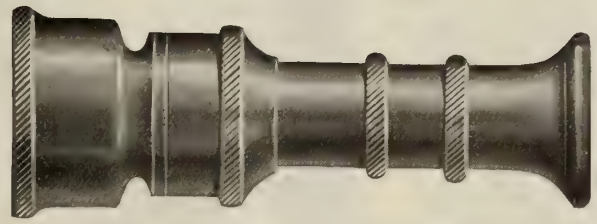
PLAYTIME HAND AND POWER

Agents:
W. L. Haldimand & Son, Montreal
H. F. Moulden & Son Winnipeg

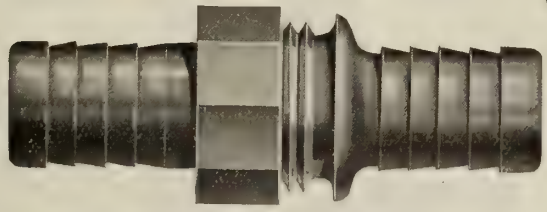
LAWN SUPPLIES



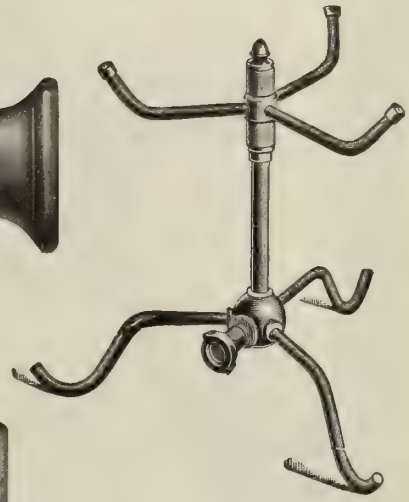
Steel or Wood Hose Reels.



Solid Stream or Spray Nozzles.

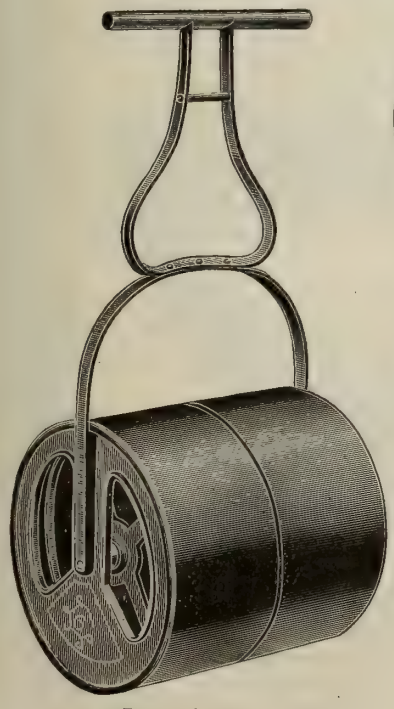


New Style Hose Couplings.



Lawn Sprinklers

REVOLVING OR RING PATTERNS



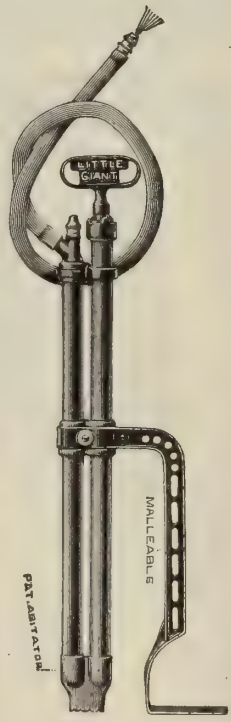
Lawn Rollers.



Hose Clamps.

HOSE

"RECORD"—Our Best Quality.
"WESTERN"—A Strong, Durable Grade.
"TRADE"—Medium Priced.
"ST. LAWRENCE"—Our Cheapest.



Spray Pumps for Trees and Shrubs.

EMPRESS
BALL-BEARING
AND
WOODYATT
HIGH-GRADE
Lawn Mowers

are strong and durable. Easy running.



CAVERHILL, LEARMONT & CO.

MONTREAL

BUTLER'S

FAMOUS SHEFFIELD CUTLERY & PLATE



TRADE MARKS GRANTED

"BUTLER" A.D. 1768

ART A.D. 1851 Special Mention

A.D. 1851 Highest Awards

George Butler & Co. Ltd. SHEFFIELD, ENGLAND and 62 HOLBORN VIADUCT, LONDON, E.C.

Full Line of Samples at 70 Lombard St. Toronto. G. A. Marshall

GLASS

of every description for building purposes

Sheet, Plate, Figured Leaded, Mirrors

A trial will convince you that our quality, prices and service are a triple combination hard to beat.

The Consolidated Plate Glass Company of Canada, Ltd.

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.

NICHOLSON MADE FILES

You're Known By The Goods You Sell

Sell a man a file that fails to give good service — and you're digging a pit for yourself.

When you give your trade **NICHOLSON-MADE-FILES**—you give them files that you know are absolutely right. You know that each file has been inspected eight times—between every important operation. You know the finished file has been tested on tougher steel than it will ever be used on in actual service. So that when you sell a **NICHOLSON - MADE - FILE**, you're certain it's going to give the utmost of satisfactory service.

No "come-backs" to fight — no excuses to make. Nothing to do but "sell more files"—and take your liberal margin per sale.

NICHOLSON-MADE-FILES

Brands:

Kearney & Foot
Great Western
American
Arcade
Globe

At Your Jobber

NICHOLSON FILE COMPANY

PORT HOPE, ONT.

"File Filosophy"—A 50 years' education on files in an hour—sent FREE on request.

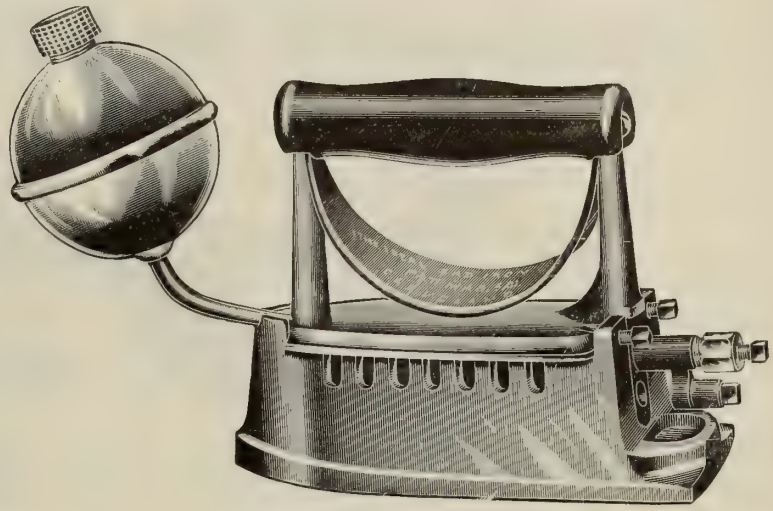
Taylor-Forbes Quality's The Reliable Kind

The "IDEAL" Self-Heating Sad Iron

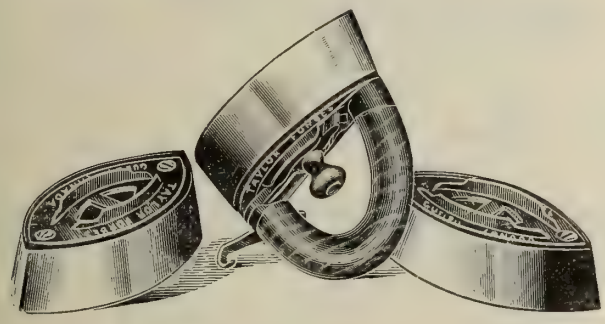
is safe, dependable and very profitable.

When the "Ideal" is hot enough to iron heavy linens there is but 4½ lbs. pressure on the tank —while every tank is tested to stand 175 lbs. Cost of operation is less than one cent per day for a family of five.

Handle and operator always cool.
Write for full particulars.



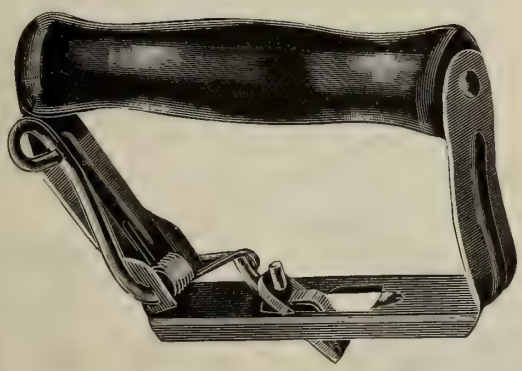
Exposed parts are nickeled and polished, giving the Iron an attractive appearance.



Mrs. Potts' Sad Irons

With Patent Stand fitted to handles.

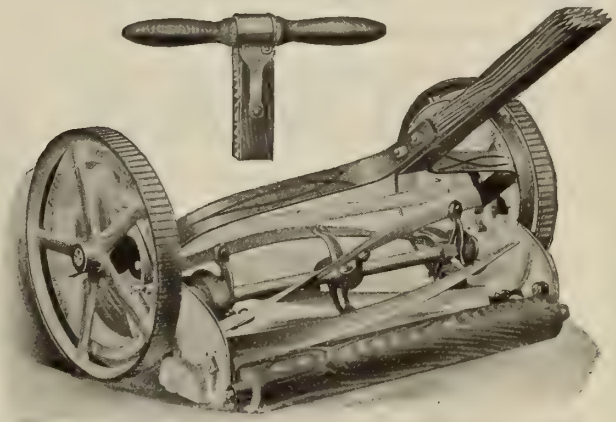
Nickel plated. Polished japanned top.



Universal Sad Iron Handles

Made of Steel Parts and Enameled Wood Handle.
Will fit all makes of Potts' Sad Irons.

"We are the exclusive manufacturers of Universal Handles."



"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass box attachment.

Taylor-Forbes Company, Limited

Head Office and Works: GUELPH, ONTARIO

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - - 246 Craig St., Montreal
Canadian United Mfrs. Agency, - - - London, Eng.
H. G. Rogers, - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

TRIMO TOOLS Are Universally Commended

What has been accomplished by the

Trimo Pipe Wrench

is fast being achieved by the

Trimo Pipe Cutter

Send for Catalog No. 150

Success is Its Own Recommendation



TRIMO PIPE CUTTER

Drop-Forged Frame. All parts interchangeable. Convertible from a one to a three-wheel cutter by simply removing and substituting wheels.

The name TRIMO will be found on every TRIMO Tool

MADE BY

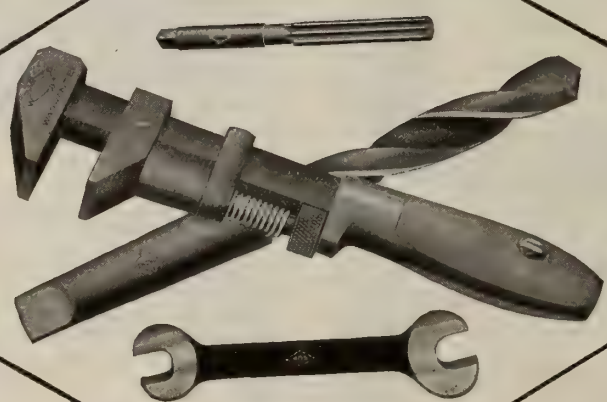
Trimont Manufacturing Company, - ROXBURY, MASS. (Boston)

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED

W



B

REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

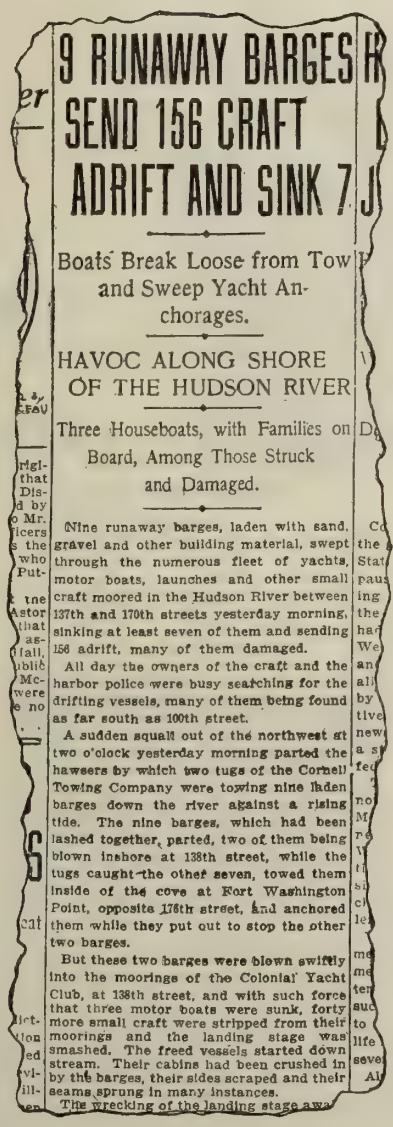
Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If you jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.

Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver

Apollo Keystone Galvanized Sheets

Copper Bearing **Weather Wearing**

The Best Sheets on the Market for Roofing, Siding, Guttering, Cornices, Pipe, etc., and for all exposed Sheet Metal Work.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building MONTREAL

Traders Bank Building TORONTO

Mr. Agent

Spring Building Operations Are Commencing

Get real busy canvassing your section for prospects for

Safe Lock Shingles and Acorn Quality Corrugated Iron

Remember, you are not only making money on the sale you make now, but you are enlisting an enthusiast for your line; a man who will buy from you again and again; a man who will recommend your goods to his neighbors. We give you the best; we deliver promptly; we treat you and your customers right.

Get out and get the business. Go after it NOW. We will help you in every way.



Your customers will be satisfied customers, and it means Profits for you.

WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL · TORONTO · WINNIPEG · SASKATOON · CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY COMPANY, Limited
TORONTO and WINNIPEG



Many Thousand June Brides Will Receive

"WEAR-EVER"

ALUMINUM UTENSILS

There are nearly 85,000 weddings in Canada in one year.

Showers, Weddings and Anniversaries—each spells "Opportunity" for the **"Wear-Ever"** dealer.

Make note of announcements of engagements and weddings and send out letters inviting inspection of stock; do what H. C. F. Koch & Co. of New York City did—and which other dealers have done with success—sell "Sets" of **"Wear-Ever"** utensils assembled in trunks ready to be shipped; or do what another merchant did, ask each woman who comes to the aluminum counter whether or not she is interested in getting aluminum for Miss So-and-So's shower or Mrs. So-and-So's anniversary—the excuse for inquiry being "I ask because I am keeping a list of articles bought by her friends so no two will give the same utensil."

A "Set" of **"Wear-Ever"** utensils will cause friends to be remembered when many anniversaries have come and gone.

Suggestions for window displays, weddings and showers will be found on page 26 of the **"Wear-Ever"** Window Display Book—which will be sent upon request.

Just as there are different kinds of enameled utensils, so there are different kinds of aluminum utensils.

The enormous pressure of rolling mills and stamping machines makes the metal in **"Wear-Ever"** utensils dense, hard and smooth. The "case hardened" surface of the metal is made still harder by electricity—which makes the inside of the utensils darker, smoother, less liable to be discolored and more easily cleaned.

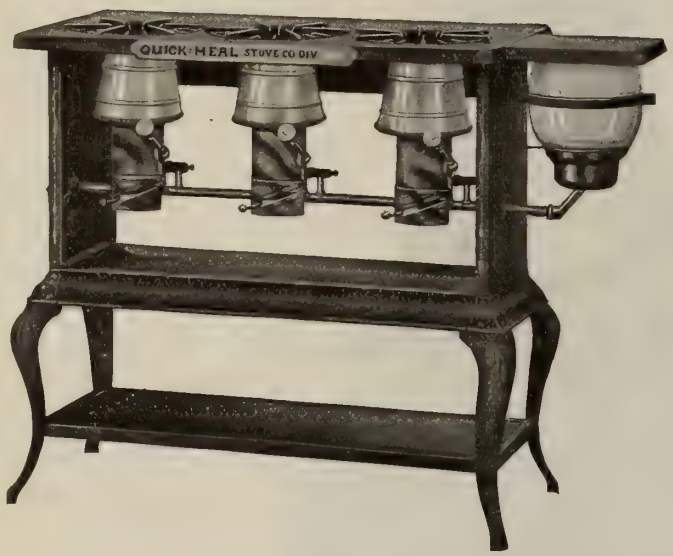
"Wear-Ever" aluminum utensils are stamped from thick, hard sheet aluminum—are made without joint, seam or solder. The less aluminum is heated and the more it is "worked" the harder it becomes. Consequently stamped utensils are rigid, are not easily dented nor softened by being heated.

Write now for printed matter. It will be worth your while.

Northern Aluminum Co., Limited, Dept. 29, Toronto, Ontario

"QUICK MEAL" WICK OIL STOVES

WITH GLASS FOUNT



Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

Also, "Quick Meal" Evaporating Gasoline Stoves.

The JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT. - WINNIPEG, MAN.

Agents for Canada

Corrugated Iron is Now Being Called For and We Can Deliver the Goods. Try Us

Eavestroughs, conductor pipe, valleys, ridge roll, elbows, skylights, ventilators, etc.

WE SHIP WHILE OTHERS ARE THINKING ABOUT IT

WHEELER & BAIN - - - - - Toronto





One of the Androck line

One Of The Most Useful And Best Selling Kitchen Conveniences On The Market

Removes scraps and grease from table and kitchenware without scratching it or soiling the fingers.
Made of white rubber specially compounded to resist acids and grease, and retains its softness.
Black enamel wood handle.
One dozen on attractive display card, as shown, or one dozen in box, packed in separate envelopes, as you desire.
You will benefit by giving them a place on your notion counter.
Have you asked for your copy of catalog No. 4, just off the press?

Andrews Wire Works of Canada, Ltd.

WATFORD, ONT.



THE IMPERIAL OIL COMPANY LIMITED
HEAT LIGHT POWER LUBRICATION

OIL STOVE SALES

took a big jump and have increased steadily, year after year, ever since the

New Perfection
WICK BLUE FLAME
Oil Cook-stove

was first put on the market.

The New Perfection cooks anything a coal stove will, and costs less. It is sturdy, clean and convenient. Made in 1, 2, 3 and 4 burner sizes.

New Perfection, No. 5, has the new fireless cooking oven. Have you seen it ?

The Imperial Oil Company, Limited

Toronto, Ottawa, Halifax, Montreal, Quebec, St. John, Winnipeg, Calgary, Regina, Vancouver, Edmonton, Saskatoon.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



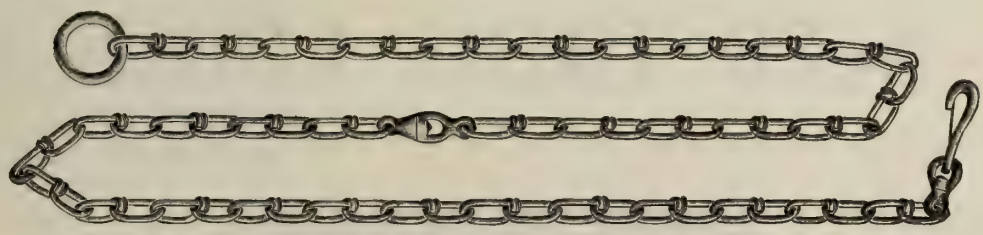
Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO — TRADE C S B CO MARK — NEW YORK



TIE-OUT OR TETHERING CHAINS

Lightest, Strongest and Best Chains on the Market.

Halter, Dog, Cattle, and Trace Chains.

Manufactured by

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. — MONTREAL, QUE.

Building a good brush trade

is an easy matter if you sell

Meakins' Paint and Varnish Brushes



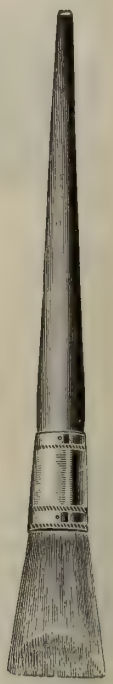
We make them in such a way that they always give highest satisfaction to the most particular of painters.

Their quality makes painters "swear by" them—not at them.
Inferior brushes may pay a little larger profit, but what good are they if they do not pull re-orders.

The Meakins profit is reasonably good and it comes often.

A trial is convincing.

Our catalog shows complete line—write for it.



Meakins & Sons, Limited

Hamilton, Ont.

Warehouses: WINNIPEG, LONDON, TORONTO, MONTREAL.

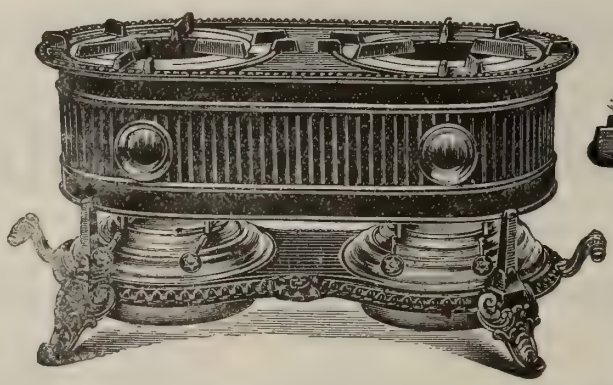
YOU NEED THESE RIGHT NOW

Hot Weather is Coming—Will sell like hot cakes—Order them To-day.

Prompt Deliveries



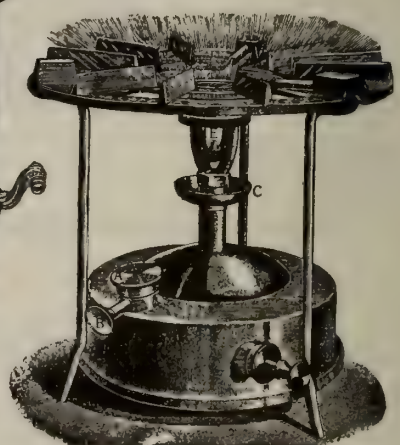
No. 350—One Flame, **62c** each.
No. 351—Two Flames, **85c** each.
No. 353—Three Flames, **$1.16½** each.
Black Body, Tin Burner, Glass Basin, Cast Iron Stand.



No. 352—Two Holes, Four Flames, **$1.60** each.
Black Body, Tin Burner, Glass Basin—Cast Iron Stand.

These OIL STOVES are the right goods for your trade.
Good Quality—Low Prices.

LOOK AT THE PRICES



The celebrated AJANO Wickless Stove. 9 inches high. Made entirely of Brass. No Wick—No Smoke—No Smell.
No. 100 - - - **$2.50** each

AUSTRIAN IMPORT CO., Limited - MONTREAL



The Man Who Can Tell a Good Saw

He looks down the "gutter" to note the set and the sharpening. Then he grasps the handle to see how the saw "hangs"—and if the handle fits the hand, as it should. He notes the symmetry of the lines and the quality of the wood.

He makes sure that it bends regularly and evenly from point to butt in proportion as the width and gauge of the saw varies. He notes that the blade is not too heavy in comparison with the teeth, for that means less labor in using. His experience has proven to him that the thinner you can get a stiff saw the better, for it makes less kerf and takes less exertion to drive it.

This is how the man who knows can test the merit of a saw. But he seldom uses his knowledge, for he has learned by his own experience, as well as the experience of others, that the best way to judge a good saw is to look for the Disston Brand.

Dealers should take advantage of this confidence. Isn't it easier to hand out what is wanted rather than to waste time arguing over what is not?



This is one of the set of five signs FURNISHED FREE.

Do you use Lantern Slides?

We send a set of four without costs to you.

TRADE MARK

Reg. U.S. Pat. Off.

HENRY DISSTON & SONS, Inc.

Established 1840

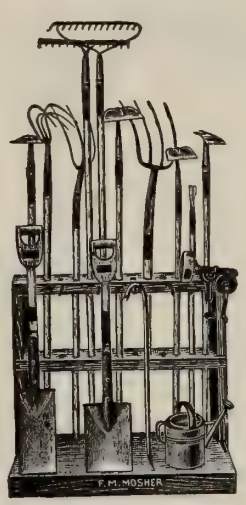
Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

THE WORLD IS OUR MARKET
DISSTON
SAWS, TOOLS, FILES, CRUCIBLE STEEL

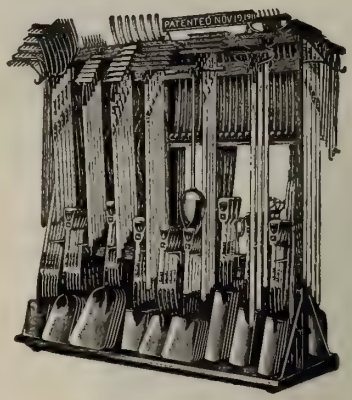
Reg. U.S. Pat. Off.

The best silent Salesmen you can get.



Here they are—The Mosher Adjustable Tool Rack on the right—the Mosher Sell-More Rack on the left. They are brothers, and are like one another, inasmuch as they are both cracking good salesmen.

The "Adjustable" takes up his stand inside your store, collects, classifies, and displays to the best advantage, your handled tool stock. He can comfortably take care of from 300 to 500 pieces and has display capabilities equal to 20 ft. of wall space. The Sell-More is for outside—on the sidewalk. He will be there, snow or shine, will handle tools and any other small articles, requires no commission on the sales he makes.



The "Adjustable" in rich carmine finish $25; in golden or mission oak $30; F.O.B. Canton. The Sell-More in rich carmine finish $4.50, F.O.B. Canton.

F. M. MOSHER, Canton, Illinois



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

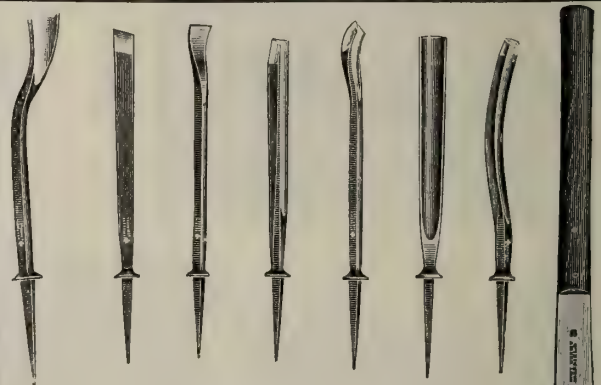
We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

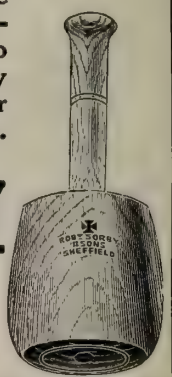
Millbury, Mass., U.S.A.



Our line of carving tools and chip knives is very extensive and complete. We have every shape and every size.



This accounts for the School Boards specifying our goods in so many towns. Get busy now and lay in your stock for the Autumn.

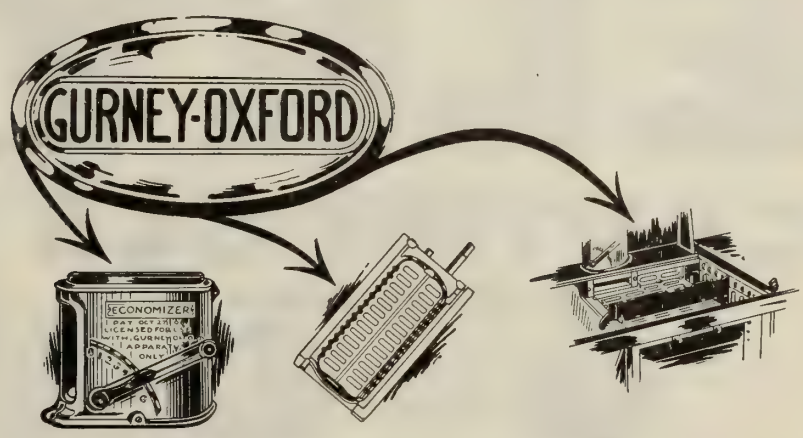


Robt. Sorby & Sons, Ltd.

SHEFFIELD

Geo. H. Saywell Co. Winnipeg and Montreal

3 Strikes and Sold!



Some things sell themselves.

I can't think what these things are at the moment, but there must be something that people look at and buy without an argument.

But stoves don't belong in that class.

A stove costs considerable money. Not so much as an automobile, perhaps, but more than a lamp chimney or a wringer.

So a stove buyer wants to be shown, and is entitled to be, too.

So in order that you can show those who come into your store stove-hunting, why not learn this simple three-pointed diagram that we show at the head of this page, off by heart?

The person who sees a Gurney-Oxford on your floor will be impressed with its appearance. That point is O.K.

Arrow No. 1 (from the right) points to the Gurney-Oxford Economizer, a system of regulating the fire that is so simple AND EFFECTIVE that no other stove can compare on this point.

Arrow No. 2 calls attention to the Gurney-Oxford grates that give such a large surface of air to the fire that the coal burns to the last ounce, instead of smoldering as in some stoves. That is an exclusive G-O feature.

Arrow No. 3 points to the divided flue, a famous G-O arrangement that leads all the heat from the fire around the oven. This is the feature that gained renown for the G-O as a sure and efficient cooker.

Familiarity with these three points should enable you to sell 99 out of every 100 stove-hunters that enter your door, and that percentage means prosperity. I'm not talking theory. I sold stoves retail for—but that's another story and until I get time to tell you about it, will you take my word?

Sam Oven.

THE GURNEY FOUNDRY CO., LIMITED

TORONTO, CANADA

Hamilton London Montreal Winnipeg Calgary Edmonton Vancouver

ELEY

CARTRIDGES

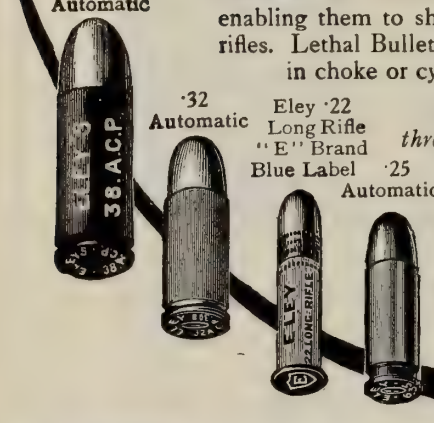
ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

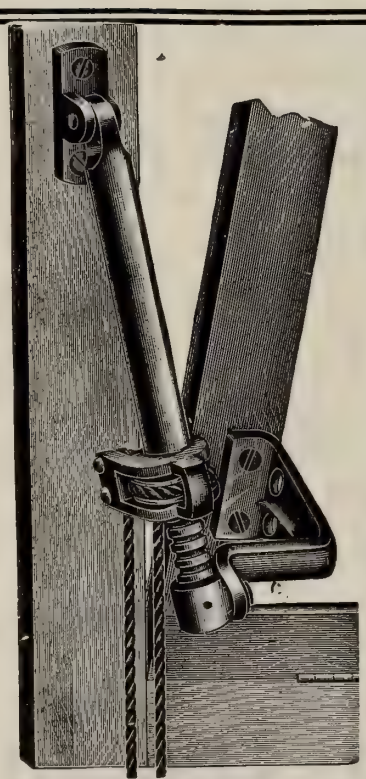
Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.





10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

ESTD 1809

EVERED

& CO LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

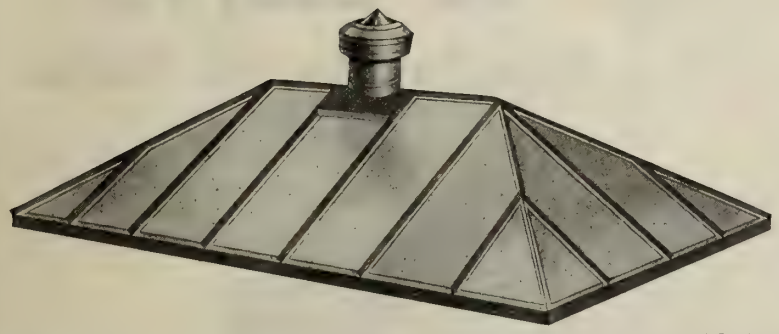
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal

"METALLIC"

CORNICES SKYLIGHTS VENTILATORS



Carry a much higher profit for the Dealer than other makes of Sheet Metal goods—and make many customers permanent friends.

"Eastlake" Steel Shingles—the Standard Roofing, "Metallic" Corrugated Iron for Barn Sides, Ridge Cap, Valleys, Weather Vanes, Eavestrough, and Water Piping, "Acheson" Barn Roof Lights, "Halitus" Ventilators, etc., etc.

"Metallic" Brick, Stone, and Clapboard Siding for Houses, Stores, etc. Artistic Store Fronts. "Metallic" Ceilings and Walls for any Interiors. Roof Tile Cornices. Roof Ornaments. Hayes Patent Steel Lathing.

The Dealer who sells inferior Cornices, Skylights or Ventilators, or any Sheet Metal Materials for that matter, which are not up to the mark, will eventually handle "Metallic" Materials in defence of his own good name.

Write to-day for literature on Cornices and Skylights —Good Profits—No Carrying in Stock.

The METALLIC ROOFING CO. LIMITED

TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.

DAVIDSON'S EXTRA HEAVY GALVANIZED IRON PAILS

Attractively Decorated with Bands of Bright Red Japan and Neatly Labeled



"Contractors"

No. 116, capacity 16 Imp. quarts. Seamless body, with heavily wired top edge, and fitted with iron rim to protect bottom.



"Minto"

No. 14, capacity 13 Imp. quarts. Strong and durable, and fitted with heavy pressed bottom.



"Alberta"

Capacity 12 Imp. quarts. Flaring pattern, heavy material, reinforced ears, extra wide across top.

These pails are galvanized after being formed, which adds considerable to their strength and wearing qualities.

They are in great demand for use by contractors, railways, roofers, cement workers, corporations and the mounted military camps.

Write for Prices.

THE THOS. DAVIDSON MFG. CO. Limited, Montreal, Winnipeg, Toronto



Morrison Brass Valves

MORRISON Valves make a reputation for the man who sells them. The same reputation for giving satisfaction which they themselves have maintained now for upwards of twenty-five years. We manufacture valves of different types for every conceivable purpose. Each type of valve is the result of long and painstaking study of requirements and skilful design. Each individual valve is the best that good materials and workmanship can produce and is sold with an absolute guarantee that it is RIGHT. All the dealer needs to know about valves is Morrison—all he has to look for is J.M.T. (James Morrison, Toronto), in a triangle.

The James Morrison Brass Manufacturing Co., Ltd.

93-97 Adelaide St. West

TORONTO - CANADA

TRADE MARK J.M.T. REGISTERED

Nothing so effective for a heating auxiliary or for keeping a room comfortable on a chilly evening as

McClary's

New Famous Oil Heater



This Heater has banished for ever the old-fashioned prejudice against the use of oil for heating—the proof of this in the extreme popularity of the "Famous."

One-piece Copper Oil Tank—indestructible.

New method of replacing the wick—no inconvenience.

Automatic wick-locking device—keeps the wick at right height.

Effective oil indicator—shows exact amount of oil in tank.

It will pay you to get in touch with our nearest Branch.

McClary's Ship Quick

McClary's

TORONTO, WINNIPEG, EDMONTON, ST. JOHN, VANCOUVER, SASKATOON, MONTREAL, HAMILTON, LONDON, CALGARY,

All features combine to make the sunshine a perfect furnace

It is not only one or two special points, but a complete combination of superior features that brings

McClary's
Sunshine Furnace

up to its height of excellence.



The American Ingot Iron Dome and Radiator, rust-resisting.
The Water Pan in the right place, easy to refill —healthful heat.
The two-piece semi-steel firepot—no warping or cracking.
The four-bar, three-sided grates—last three times as long as one-sided grates.
The Dust Flue carries the dust to the smoke pipe.
The large double-feed doors make firing easy.
Send for a supply of advertising literature.

McCLARY'S ON GOODS IS A QUALITY NAME.

MONTREAL TORONTO HAMILTON LONDON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN, N.B. EDMONTON SASKATOON



SELL HIM
DUPONT POWDER

When He Asks for "Shells for Field or Trapshooting"

THEN you sell him a powder load which always "makes good."

DUPONT POWDER, either "bulk" or "dense," is loaded by standard loading companies. The powder is known everywhere. Its reliability and uniform shooting properties are demonstrated at the traps, in the woods, or in the blinds.

SIMPLIFY YOUR STOCK

By selling DUPONT LOADS only. Concentrate on DUPONT POWDER—the "old reliable," **guaranteed** kind. Shooters are "fussy" about their powder loads. Why invite dissatisfaction by selling powders of little known or inferior quality?

Sell him DUPONT—he is sure to find it always satisfactory. Build your sporting powder business on goods of known merit. Stock DUPONT —the asked-for, quick-selling, satisfaction-giving Smokeless Powder for shotguns.

For booklets about Sporting Powders for all types of firearms or trapshooting booklets, or club organization aids, write to Sporting Powder Division.

DU PONT POWDER CO.

ESTABLISHED 1802

WILMINGTON, DEL.



Goodell-Pratt's

BENCH DRILLS

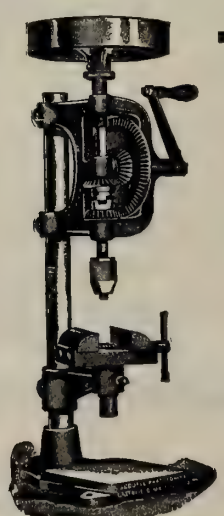
All Kinds and Sizes

Get Some!

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.



Patronage-Creating Forces

Whenever an inexperienced person sees a large factory that manufactures a line of goods that is not for daily consumption, he wonders where they all go.

MERIT CREATES PATRONAGE from the raw materials of increasing population, the ability of people to wear out the most sturdy utilities and the fact that no commodity on the market yet enjoys more than a fraction of its possible patronage.

"The Survival of the Fittest" is the governing law of articles of manufacture as well as of persons—a significant statement when you consider that the Bissell is the only survivor of pioneer sweeper days and the only universally recognized carpet sweeper in the world.

Other important factors in the increasing demand for the Bissell sweeper are its constant improvement; a sound and sincere sales policy which comprehends standard prices, liberal co-operation with retailer and jobber and continuous advertising; and above all, as demonstrated by the constant growth of our business, its acceptance by the public as the most **handy, inexpensive cleaning device for everyday use.**

BISSELL CARPET SWEEPER CO.
Grand Rapids, Mich.

Largest Exclusive Carpet Sweeper Makers in the World.

BRANCHES :

New York City (Sales and Stock Rooms and Export Department), 25 Warren St. Niagara Falls, Ont., (Factory). London (Agency), Paris.

Consistent Good Quality



Brushed Brass or Rich Gilt.
AM 5606. Height 7 inches. AM 5607. Height 5½ inches.

Our Fern Baskets and Tea Kettles

are articles that are certain to attract public attention on account of their beautified finish and artistic design. **They sell well and make satisfied customers everywhere.**



AM 5622. Polished Brass or Nickel Plated. 1 quart.
AM 5623. With Wood Handle.

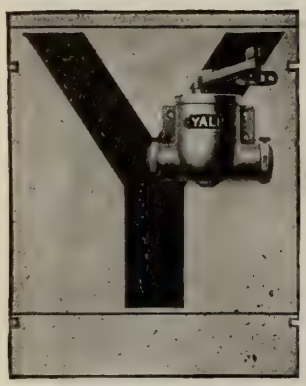
Our catalog contains our complete line of quick-selling brass ware.

Every aggressive dealer should write for it at once.

Drop us a card now.

Chadwick Brass Co., Limited
HAMILTON, ONTARIO

YOU do have to *create* confidence when you sell Yale Products. The name *Yale* is just another name for Quality and Service for locks and hardware.



YALE
Door Closers

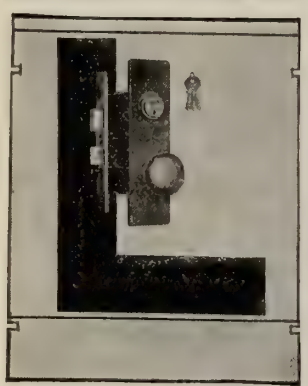
(Formerly known as the Yale Door Check)

WHEREVER there are doors to be closed—front, rear, pantry, bedroom, bathroom—there is use for a Yale Door Closer. Silent, sure, quick-acting—never forgets to close the door.



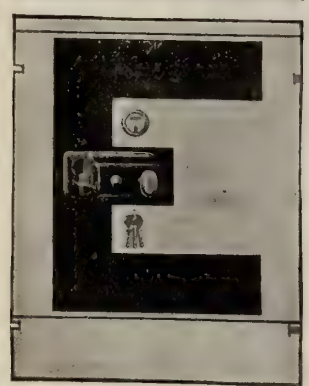
YALE
Padlocks

BUYERS ask for Yale Padlocks by name, because they know that Yale on the *outside* is a guarantee that the *insides* are all they should be. There are a hundred and one uses—and a hundred more—for Yale Padlocks.



YALE
Builders' Hardware

DECORATIVE beauty and protection distinguish Yale Builders' Hardware. There are over two hundred exclusive designs in practically all schools of ornament.



YALE
Night Latches

YOU are safe when you sell a customer a Yale Night Latch, for *protection* and convenience. Every house has one or more doors that *need* a Yale Night Latch.

Write us about our Dealers Advertising Service. It gives the sort of selling help that keeps stock on the move.

Canadian Yale & Towne Limited

Makers of Yale Products, Locks, Padlocks, Builders' Hardware and Door Closers.

General Offices and Works: St. Catharines, Ont.



Sandusky Power or Electric Washer

Here is a thoroughly practical Washer, one that will do a family washing right at home, under sanitary conditions and save from $1.00 to $3.00 each week, enough to pay for it in a short time.

Every Dealer who has stocked it has found it exactly as represented—first-class in every respect and a splendid seller.

Every woman is captivated by the way it starts automatically and by the perfect condition of the clothes and their snow-white cleanness after washing. You will find it

A Trade-Bringer

worth handling, because every woman who gets one recommends it and sends more customers to you.

One big selling point which takes with prospective buyers is the novel wringer device. It permits wringer to be started, stopped, reversed or swung to any position. And while the washing is going on, the wringer will wring from the rinse water to the bluing and from the bluing right into the basket. The construction of the entire Washer is the best possible.

Space won't permit full details, but if you'll write we send them and tell you about our Guarantee Certificate plan which helps you make quick sales. Our proposition is worth sending for. Don't neglect it.

The One Minute Washer Co.

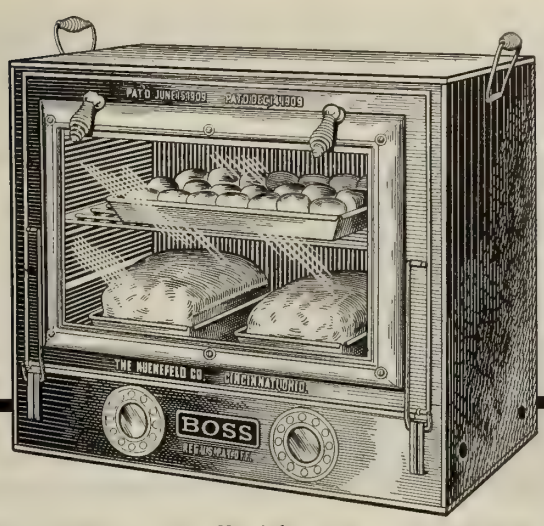
SANDUSKY, OHIO, U.S.A.

Western Canada Distributing Agents:

Miller-Morse Hardware Co., Ltd., Winnipeg, Man.

BOSS OVEN

GLASS DOOR



GUARANTEED

No. 750

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

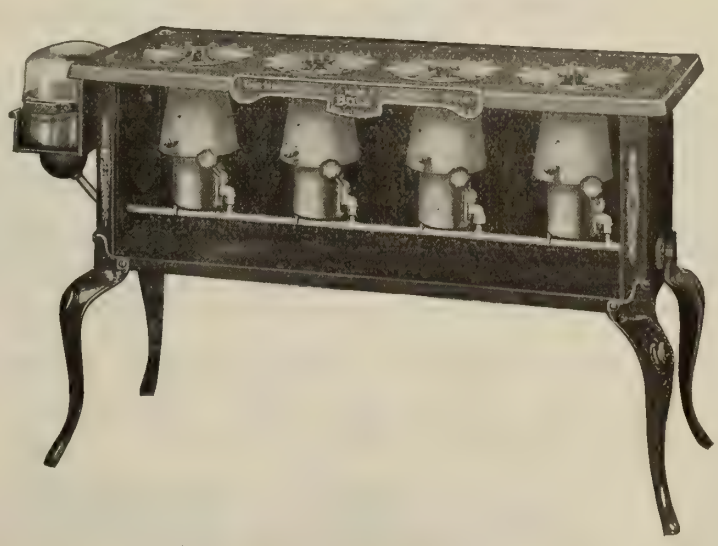
NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

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Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.

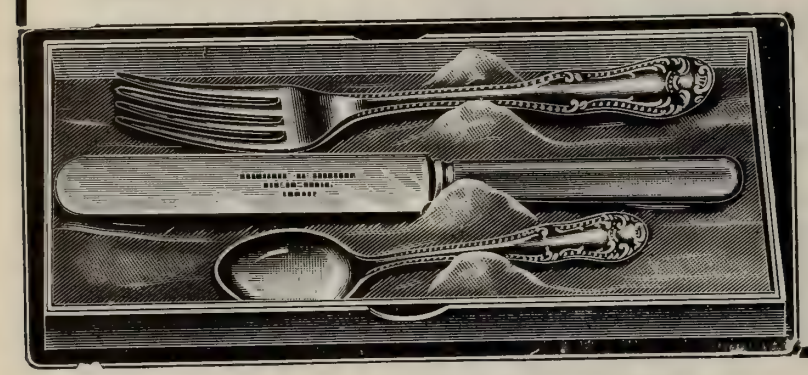


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Helena Pattern



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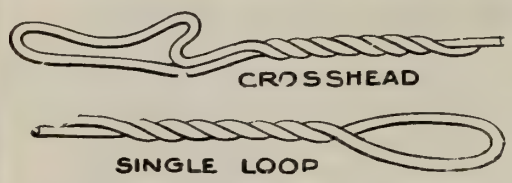
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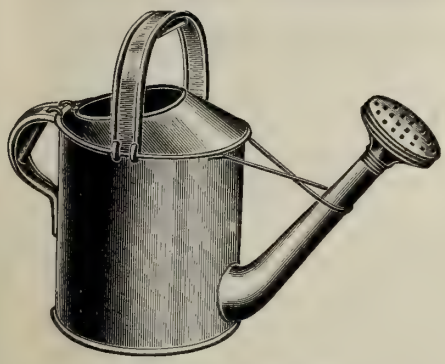


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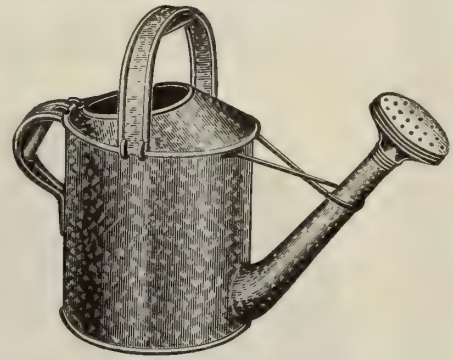


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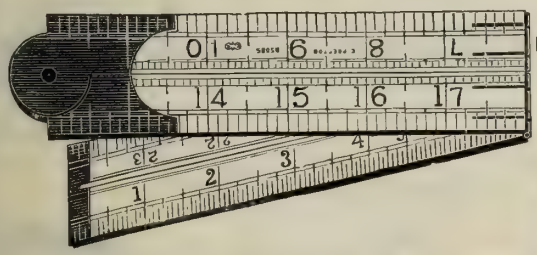
PUT SOME ON YOUR NEXT ORDER.



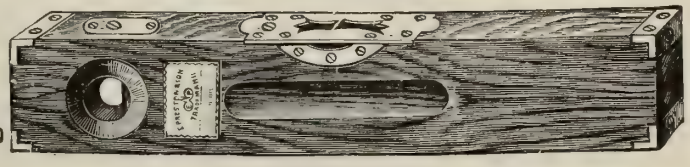
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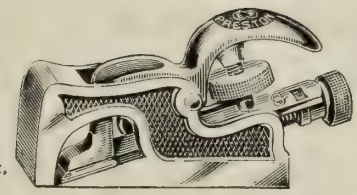
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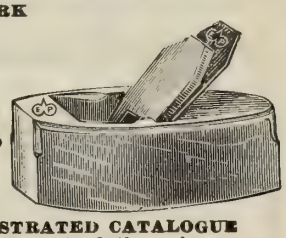


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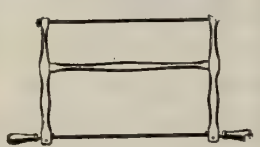
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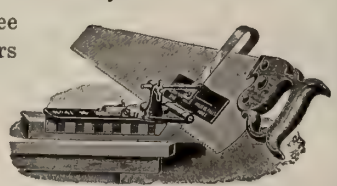
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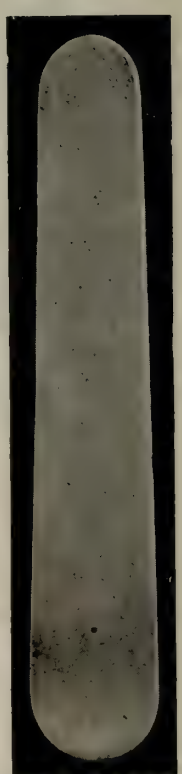


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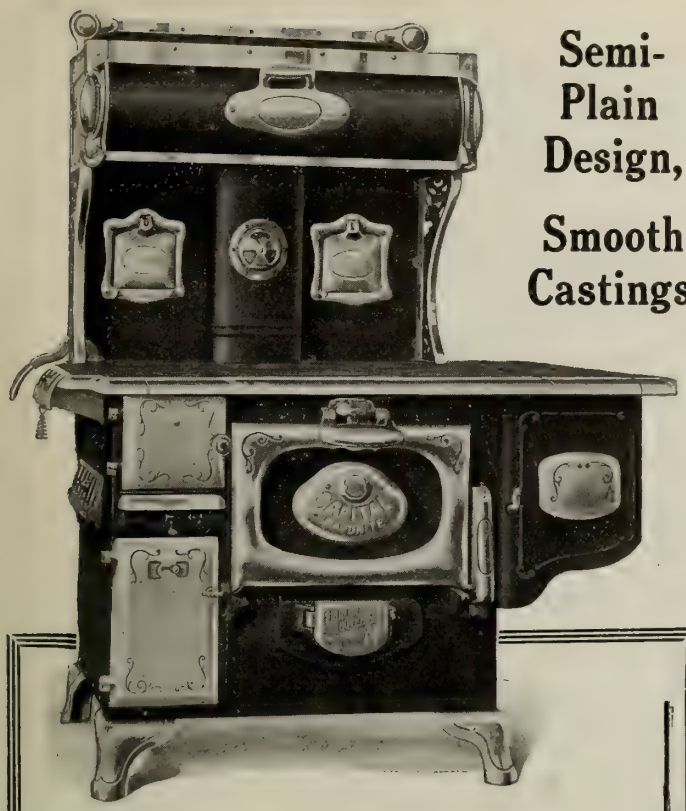
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Because they are so carefully made they will not warp or split—which makes them great friends of your women patrons. They are always in demand, so get some in stock now. You'll naturally want to supply the best when the call comes.

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Semi-Plain Design,

Smooth Castings

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2428



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desires to announce that its Committee
has selected
The L. S. Starrett Co.
of Athol, Massachusetts
as the Recognized Leader of the World
in the manufacture of
Fine Mechanical Tools
which by invitation becomes a
Member of our Association
enjoying all the privileges and benefits thereof

over



Starrett Tools

ARE RECOGNIZED AS

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OF THE

WORLD

We are reproducing here a copy of the official announcement of the

RICE LEADERS OF THE WORLD ASSOCIATION

notifying all whom it may concern that we have been selected as the recognized leaders of the world in the manufacture of fine mechanical tools.

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The L.S.Starrett Co.
World's Greatest Toolmakers
Athol, Mass.

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LAST LONGER

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FOUNDER AND PRESIDENT
NEW YORK, U.S.A.

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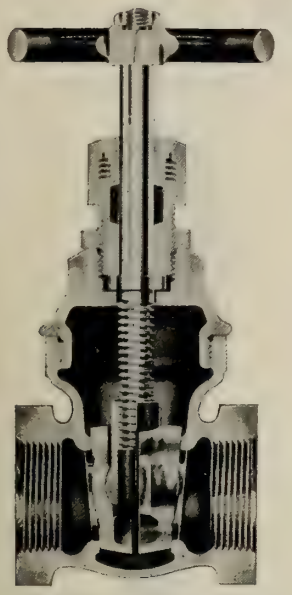


Fig. 300—Sectional View

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Type "K"

Brass Gate Valves

Suitable for 125 pounds working steam pressure.

Type "K" Brass Gate Valves were designed to meet the demand of the most discriminate valve users. They are neat and handsome in appearance. Made from the highest grade materials and finished by first-class workmen on modern machinery. They are of the double-wedge principle—fitted with metal gland or follower in stuffing-box.

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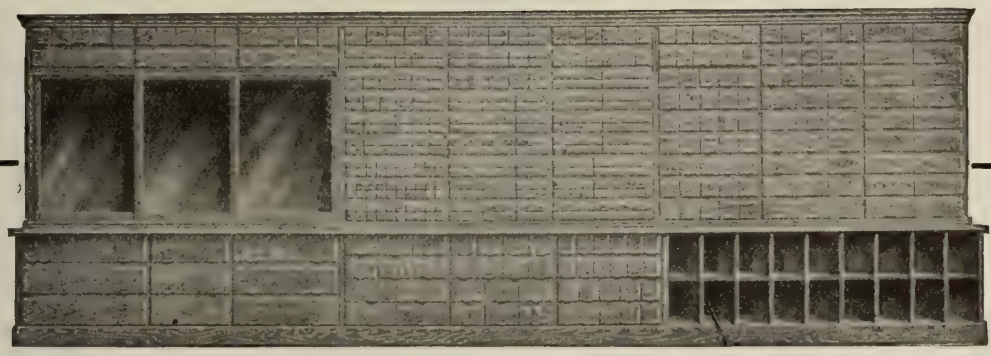
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JENKINS BROS., Limited

103 Remi St., MONTREAL

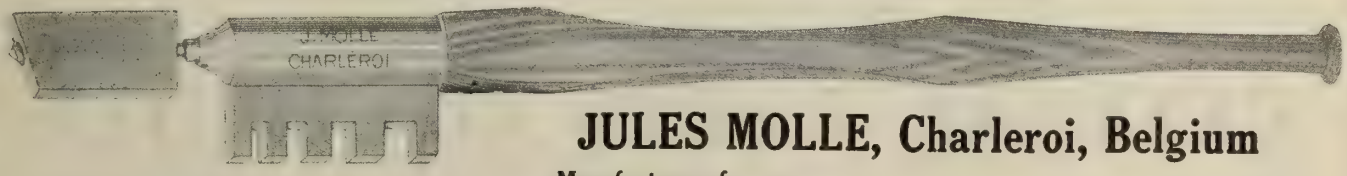


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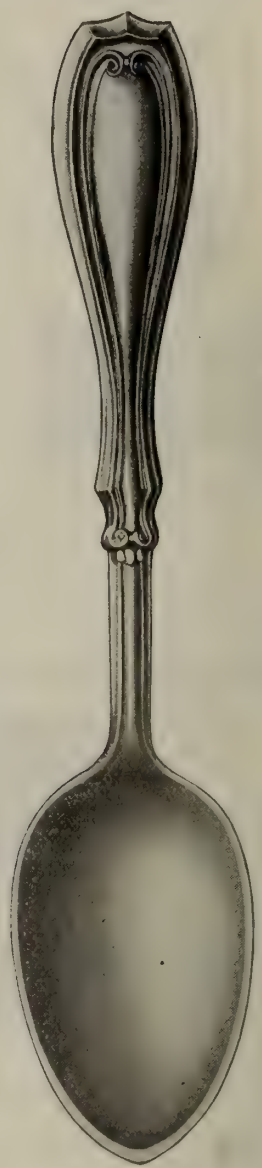
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The Biltmore



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Toronto **Winnipeg** **Vancouver**

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, MAY 2, 1914. No. 18

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That is the experience of dealers who handle the DOMINION brand.

Is there a live Trap-shooting Club in your town?

Dominion Cartridge Company, Limited - Montreal

Here is the Wonderful O-Cedar Polish Mop

(Made in Canada)



that thousands are reading about

In our big advertising campaign in the daily papers in the important cities from coast to coast in Canada, and in the largest and most popular magazines, we're telling thousands and thousands of housewives that the O-Cedar Polish Mop enables them to keep the floors, banisters, tops of doors, plate rails, etc., clean and shining at a 50% saving of time and labor.

O-Cedar Polish Mops are a centre of attraction wherever displayed.

Stock and display them and you'll get many good profits.

Order from your jobber.



CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. MAY 2, 1914 No. 18

Subjects and Speakers for Alberta Convention

Beginning May 5, Calgary Will be Mecca for Many Merchants—Government Legislation, Pure Food Laws, Early Closing, Taxation of Retailers, and Many Other Topics on the Slate—Growth of the Organization.

CALGARY, Alta., May 1.—(Special).—As already announced, the Retail Merchants' Association convention of Alberta will be held on May 5, 6 and 7.

To give an idea of the progress that has been made in establishing a branch of the Retail Merchants' Association in the Province of Alberta, it is only necessary merely to state that the branch was formed last August, and since that date there must have been some tall hustling done to bring the organization to its present size and influence. There are now in the Province of Alberta eighty branches of the Association, and they are represented in no less than 100 towns and cities.

The branch set out with a dozen objects in view, the achievement of which would help considerably to raise the standard of business in Alberta. Firstly, the association would protect the commercial interests of all retail merchants, and enlist the co-operation of manufacturers, producers, wholesalers and retailers in securing better trade conditions. Among other objects are the simplification of legislation for the collection of debts, the abolition of gift schemes, such as new forms of trading stamps, coupons, etc.; the reporting of delinquent customers through the credit reporting department, and the prevention of manufacturers or wholesalers from selling direct to retailers' customers. The Retail Manufacturers' Association is also endeavoring to enforce the Transient Traders' Act, to enforce and improve the peddlers' license system, and to make it a criminal offence to advertise goods different to what they are, or to stamp them with false marks.

SPECIAL REPRESENTATIVE THERE.

This convention will be covered by C. W. Byers, the Western Canada editor of this paper. Mr. Byers left Winnipeg recently on a trip through the West via Saskatoon and Edmonton to Calgary. All readers, Eastern as well as Western, interested in Association work should look forward to the complete report of the Alberta R. M. A. convention in the next two issues.

This body also aims to keep its members posted on any proposed legislation, Dominion or Provincial, that will affect their interests, encourages buying in the home town, and claims equality for all, and privileges for none.

The Provincial Officers.

At the first meeting of the new new branch held in Calgary last August, J. F. Glanville, a dry goods and clothing merchant, Calgary, was elected provincial president; Alfred Hinds, butcher, Calgary, was appointed provincial first vice; James Patterson, grocer, Calgary, second vice; R. Burns, Calgary, provincial secretary; and J. A. Bucknall, the provincial treasurer. Arrangements were made for holding the first annual convention. Early in April, an official call was sent to all members, and others, to attend the convention, calling attention to the fact that if each branch, of which there are 80, sent its quota of representatives, it would be possible to show such a gathering of retail merchants as has never been seen in the Province of Alberta.

All the other provinces have held their annual conventions, and it was left to

(Continued on page 64.)



A view of Calgary taken from the North hill.

Three Display Windows in 16-foot Front

Toronto Hardware Firm Has Three Separate Display Windows in a Store Front 16 Feet Wide—Three Different Lines of Goods Displayed at One Time.

THE accompanying illustration shows the 16-foot store front of Prince & Co., hardware merchants and sanitary engineers at 526 Bloor Street W., Toronto. This store front is a model in many respects, and demonstrates that, although a store is very narrow, there is no excuse for a firm not having an up-to-date store front and show window for display purposes.

This store front has an individuality, and stands out prominently among the other stores in the locality. The majority of hardware merchants agree that a 16-foot frontage is very narrow, but when you come to examine the store front here illustrated, you will find that three distinct and neatly-arranged displays are shown, and you begin to think that 16 feet is not so narrow after all if properly used. The full width of the store front is sixteen feet. The entrance is 4½ feet wide at the narrowest point, and widens to seven feet as you approach the entrance door. The two front windows measure 6 feet each in width, and taper towards the back of the window. The illustration does not show up all the details of the store front.

The woodwork, including the paneled ceiling over the entrance, is grained and varnished. An electric light is suspended from the ceiling. The tile floor at the entrance is shown in the illustration. This floor is a commendable feature, and adds greatly to the general appearance of the store front. Above the plate-glass a neat design of leaded art glass has been used.

The interiors of the display windows have also been neatly finished, the floors grained, and the sides and backs paneled off and fitted with beveled mirrors. In the evening the windows are exceedingly bright on account of a large number of overhead incandescent lamps, which are used for illuminating. Three displays here shown were in the windows when Hardware and Metal's photographer called. These displays will give the reader an idea of the high order of displays which appear in Prince & Co. display windows.

The window on the left was devoted to sporting goods, principally baseball goods. A nice range of mitts, gloves, balls, bats, masks, etc., was shown, also a line of footballs, roller skates, etc. The goods were all marked in plain figures, and the presence of a number of neat price cards made the display doubly interesting.

The window on the right contained an exceedingly neat display of painting materials, brushes, color cards, etc. The display was not overcrowded, and was one that attracted much attention.

The third display was one of aluminumware. This display, although not as close to the sidewalk as the other two, was none the less attractive, and the

(Continued on page 53.)



Store front of Prince & Co., Bloor S t. W., Toronto, showing three displa y windows in 16*-foot front.*

New Western Freight Rates Under Analysis

Benefit to the Provinces West of Manitoba — Retailers Should Reap Considerable Advantage — Reduction of About 7½ Per Cent.—Some Interesting Figures.

THAT the retail merchants of Alberta, Saskatchewan and British Columbia will be materially benefited by the decision of the Dominion Railway Commission in the Western rates case is evident after a study is made of the application of the new rate schedules, although in the general tendency towards unsettled prices, in the West at the present time, the proportion of benefit to the consumer and to the retailer may not be definitely defined. To the wholesaler there is little change, although there is evidently a direct saving to eastern houses of about one cent per hundred pounds on western orders, this being the reduction in the rate between the head of the Lakes and Winnipeg.

To summarize the order of the commission briefly it may be stated that the principal provision is to put the rates for Saskatchewan and Alberta on the same basis as Manitoba, and to make an even more substantial reduction on the proportionately higher rates in British Columbia. The lower Manitoba rates, officials say, were responsible for the whole inquiry inasmuch as the cities further west objected to any discrimination.

Dates Back to 1901.

The Manitoba rates were on the same basis as the other prairie provinces from the year 1882 until 1901; during the latter year the Canadian Northern sought Government aid in bond guarantees to take over the Northern Pacific and the price of this assistance was fixed in a rate agreement providing for a reduction of about 7½ per cent. in the province, and the C. P. R. of course adopted the same schedule.

With Alberta and Saskatchewan on a rate schedule showing a 7½ per cent. reduction, the benefit to the retailer is evident as the Winnipeg trade basis may be expected to hold so far as wholesale prices are concerned; the further west of the Manitoba boundary the greater the reduction.

The decision is evidently received with considerable satisfaction in the West. It is not all that had been asked for; western rates are still higher than eastern, and Manitoba gets no reduction, but the attitude generally seems to be that a half loaf is better than none and the example established of the way the Railway Commission may be expected to use its powers is significant.

Passive Disapproval.

The attitude of the railways may be taken as one of passive disapproval. An appeal might be made to Parliament but the Grand Trunk and Canadian Northern are not likely to do so in view of what they are already seeking at the Capital, while the C. P. R. would hardly take the initiative in view of its strong financial position, which the West claims it has been responsible for largely at its own expense.

Generally speaking, from the financial standpoint, however, the decision is affecting the standing of Canadian railway stocks, as might be expected. Not only is the reduction likely to prove a considerable factor in profits but there is the significant precedent established of the powers of the Railway Commission in regard to freight rates—powers which the members have shown an inclination to make use of.

Eastern wholesalers generally sell to the western trade on the Winnipeg market basis, so that on the rate west of the Manitoba capital there will be no benefit to them, but from the Lake terminals to Winnipeg there is a slight reduction,—1st, 2nd and 3rd classes 1 cent per cwt.; 6th class 2 cents per cwt.; 10th class 1 cent per cwt. This reduction should come to eastern houses. However, up to the present the new schedule has not created much interest among Ontario wholesalers, and it will be some time yet before the railroads will be in a position to announce the readjusted tariffs.

The new schedule bears no significance to the wheat transportation but the lower rates on coal should be of considerable benefit to manufacturers and other heavy consumers. There should be a benefit also to the household consumer, as coal being sold by the ton permits of price changes readily, whereas it is almost impossible to work out the proportionate benefit on small articles.

Manufacturers will be permitted commodity rates on goods shipped from their plants. The reductions will be granted on proper representations being made, with full information as to quantities to be shipped, etc.

Special distributing tariffs on a lower basis are authorized from recognized distributing centres, the reduction from the standard tariff of each territory being 15 per cent. of the prairie standard scale. The following first-class rate examples indicate the character of the reductions, the other classes being proportionately scaled:—The first-class rate from Winnipeg to Regina is reduced by 8 cents, to Swift Current by 9, Calgary 12, Revelstoke 15, Saskatoon 13, Edmonton 16, Lethbridge 10 cents per 100 pounds. From Regina the first-class rate is reduced: To Broadview by 3, to Swift Current 6. Medicine Hat 7, Colonsay 13, Saskatoon 6, and Wilkie 18 cents per 100 pounds. From Saskatoon the first-class rate is reduced: To Hardisty by 7, Wynyard 4, Davidson 4 cents per 100 pounds. From Calgary: To Regina 10, MacLeod 3, Edmonton 4, Lethbridge 3, Cardston 4, Fernie 8 cents per 100 pounds. From Edmonton: To Saskatoon 4, Camrose 6, Wetaskiwin 6, Calgary 4, High River 7, Lethbridge 9 cents per 100 pounds. Similar reductions are made from other prairie jobbing centres. From Vancouver to Ashcroft 14 cents, Kamloops 20, Revelstoke 26, Nelson 15, Calgary 7 cents per 100 pounds.

EXAMPLES OF NEW RATES FROM THE LAKE TERMINALS.

Classes—		1	2	3	4	5	6	10
Regina	Old	154	129	102	77	68	59	34
	New	146	122	98	73	65	56	33
Moose Jaw	Old	159	132	106	79	71	61	36
	New	153	128	102	77	69	60	35
Calgary and Edmonton	Old	224	186	149	112	102	90	52
	New	213	178	142	106	95	85	49
Saskatoon	Old	175	146	116	87	78	68	40
	New	164	137	110	82	74	64	37
Lethbridge	Old	215	179	142	107	96	85	49
	New	201	167	133	100	90	79	46
Nelson and Revelstoke	Old	303	253	202	158	140	133	73
	New	251	209	167	126	115	104	61

Rate reduction between head of lakes and Winnipeg should be deducted to give net western benefits to trade—1c per cwt. on classes 1, 2, 3 and 10, and 2c cwt on class 6.

HARDWARE AND METAL

VOL. XXVI. No. 18 Toronto, Canada, May 2, 1914 Two Dollars per Year

The Business Situation

ALTHOUGH the spring has been rather late and has to some extent affected the business of the retailers, hardware jobbers and manufacturers report a very satisfactory movement in spring goods. Certain lines have been rather slow and in their endeavor to secure business some manufacturers have resorted to price cutting. With the advent of warm, bright weather an improvement in business will be noticeable immediately, and retailers are quite optimistic regarding the future outlook. The metal markets are still quiet and orders are only for small lots.

Several paint manufacturers report that business is good, although orders are harder to get than during the same period last year. The opening of navigation is giving many of the wholesalers an opportunity to ship orders placed for delivery by boat. In commenting on the business outlook the Financial Post says:—

"In Ontario spring is somewhat late. This, however, is not altogether a disadvantage providing that the weather from now on is favorable. When the big crop is produced, however, the general reports are eminently satisfactory, the weather being on the cool side, but not so much so as to interrupt the progress of seeding.

"These excellent conditions with respect to the fundamental industry of the Dominion should offset the depressing influence of external conditions as in Mexico, and hardening money in Europe, and the somewhat unsettled state of our local security market.

"At the close of the week the bank statement was issued and it indicated that Canadians were at any rate saving some money, and it also indicated that during March the commercial loans of the banks had shown a normal expansion. After a period of severe monetary stringency it is comforting to know that the banks are in a better position than normal in so far as cash resources are available. With a good seeding season, and our banks in excellent condition, there does not appear to be any reason for looking for further depression. If any change does take place it is likely to be for the better. Navigation has opened and that has had a tendency to freshen business, but the amount of actual traffic offering is not as large as usual, and has been somewhat disappointing.

"Although the extent to which building permits are being taken out in the West would indicate that the amount of construction work was large, the fact is, conditions are about normal. Supply houses state that the demands on them are not at all commensurate with the amount of the building permits issued. Plans may be under consideration for large buildings and permits for them may have been taken out, but it would appear that actual work is not proceeding to an extent that could be considered as above normal. We have to bear in mind, however, that the years immediately past have been abnormal and as yet Canada has not become accustomed to what is normal. In building, as in other lines, we feel confident that liquidation is about completed, and the next change will be towards greater activity. Domestic conditions are not unpromising and a change for the better will follow the removal of depressing external factors."

Failure of a Municipal Store

CHICAGO'S municipal store has proven a rather disastrous failure. In commenting on the causes which led up to the rather sudden crumbling of the enterprise, a contemporary says:

"Since its opening on February 19th its daily business has amounted to the average of $9.11 per day. Its object was to furnish needy people with goods at cost. As a general proposition that ought to produce large sales, if nothing else. Chicago has a lot of needy people, and everybody likes to buy at cost. Several reasons are assigned for the failure. First, the store doesn't deliver goods; but there are privately owned stores that adhere to this rule and succeed handsomely. Secondly, a rigid investigation is made of each prospective purchaser. Only persons out of work and who are not owners of property are eligible as customers, but it has been found that many persons would rather trade elsewhere than be investigated as though they were charity patients. This seems to be the experience with most methods of government aid that have been proposed."

It is becoming more apparent with every attempt that the operation of stores on the basis of municipal management or co-operative handling is foredoomed to failure. Worthy as the object behind the Chicago store was, it failed absolutely where a private store would almost surely have flourished. It is being recognized that the retail merchant is so necessary a cog in the scheme of distribution that no way will ever be found of replacing him.

And further: When failure is the outcome after enterprise after enterprise which is introduced with every seeming reason for success in the retail field fails, is it not time that the public reconstructed its idea of the retailer's difficulties and profits? If it is so easy to make money in the retail business, why do these co-operative enterprises fail?

The New Things Under the Sun

FREDERICK WEYERHAEUSER, who owned 2,000,000 acres of timber land when he died, and was reputed to be one of the richest men in the country, worked in a sawmill when he was a youth. The difference between him and tens of thousands of other youths of his time lay in the fact that he did not say that everything worth while had been done and he must be content with drudging along in the rear of the procession. Instead he looked over the field in which he was working, saw its opportunities, and became in time, the dominant force in the lumber industry. Since he started, other men, with initiative and faith in their ability to do something that had not been done before, have made millions in new industries.

Once there was no petroleum in the market, but now there are petroleum millionaires. Once there was no such thing as an electric light or an electric motor outside of a college laboratory, but now there are men who have made enormous fortunes selling electric light to displace gas lamps, as gas lamps had been sold before to displace oil, but oil and gas are used more extensively than ever, and there are electric light millionaires and millionaires who have made their fortunes out of electric traction. Once there were no photographic cameras, but now almost everybody has a camera, or wants one, and there are camera millionaires with fortunes rivaling those of the electric light men. The telegraph and the telephone and the automobile have come from the empty air because men of imagination knew that all the things had not yet been done, and set about doing some of the new things that had not been thought of.

And the wonder of it is that the men who have been pioneers in the new fields are now regretting that they have grown old and cannot do the thousand and one other things that they see waiting to be done. But some young men, with the genius of their elders, will see the things and go about doing them, instead of wasting their time in futile complaint that there are no more opportunities left for a man who wishes to get on in the world.

Should Be Self-Sustaining System

RETAIL associations contend, and rightly too, that the parcel post service should pay its own way or be discontinued. It is a fact that the big mail order houses are using parcel post to the fullest extent and they are the people who are reaping the greatest benefit. If, therefore, parcel post does not pay its own way, it is evident that the retail merchants as well as the rest of us have to put up the balance. In such a case we would actually be putting money into the hands of the mail order houses. Where, too, would there be any reduction in the cost of living to the consumer if those who do not benefit by the system have to help maintain it?

Over in the United States the retail trade is wondering if the deficit in the post office department is due to the operation of parcel post. A report shows that for the first quarter of the fiscal year, that is, from June 30, 1913, to Sept. 30, 1913, the department was run at a loss of $2,735,413.64. It covers a period when the parcel post was first inaugurated and before Postmaster-General Burleson had become active in extending its scope by raising the weight limit to 20 and later to 50 pounds. The deficit for the whole fiscal year from June 30, 1912, to June 30, 1913, was only $4,551,984.32, or less than twice the total deficit for the first three months of the present fiscal year.

The figures embodied in the report are the only ones available at the present time, no report having as yet been made for the second and third quarters. When issued much larger deficit, due to the extension of the parcel post, will undoubtedly be disclosed. If only the ratio of loss shown in the auditor's report is kept up, the deficit would amount to nearly $12,000,000, or practically three times greater than the previous year.

Our own system should be watched closely; and while every merchant should take full advantage of it at all times, yet the protest ought to be a strong one just as soon as it is found we are helping the Government maintain a system for the chief benefit of the big competitors of the retail trade.

Editorial Briefs

A VARIETY OF lines is an insurance against dull times.

* * *

TALK THE CLEAN up and Paint Up idea to your customers.

* * *

MERCHANTS WHO are Up to Time never know a dull season.

* * *

EACH ARTICLE IN your store should see your showwindow in its turn.

* * *

ECONOMY IN BUYING is one big source of profit—Watch the markets.

* * *

IMPROVEMENT IN business is coming slowly but nevertheless surely.

MODERN SALESMANSHIP is nothing more than an analysis of old-fashioned common sense.

* * *

PRICE CUTTING is an injustice to every one concerned—manufacturer, merchant and consumer.

* * *

SALES OF SPORTING goods should be heavy nowadays. Are you getting your share of the business?

* * *

SWAT ONE FLY in spring and, according to the multiplication tables supplied by statisticians, there will be about 1,859,762 less flies around in August.

* * *

ONE HEARS a lot of talk about the bursting of "booms" in the West, but it is significant that the men in the boom towns do not seem to be worrying much. There is one thing certain: All this talk of flat conditions is being sadly overdone.

Selling Paint and Brushes Through Glass

The Show Window Can be Made to Play an Important Part in Making Paint and Brush Sales During the Month of May—Three Excellent Displays—A Suggestion for Spring.

By David G. George

I DO not think I will be exaggerating, nor do I think my statement will meet with contradiction when I say that there are this week, the first week in May, more displays of paint in the show windows of retail hardware firms throughout Canada, than there ever has been during a given period in any past year.

There are several reasons for this highly desirable state of affairs. Probably the chief reason is that the trade in general realize to-day more than at any time in the past, the true value of the show window as a medium for creating sales. A highly successful merchant in a large city told a representative of Hardware and Metal a short time ago that he allowed his window-trimmer to spend a reasonable sum of money each month to secure new fixtures and material for window displays and that he believed it a good investment. Another merchant said, "I wish we could get as big returns from other forms of advertising as we get from the money put into window displays." This man is alive to the fact that the attractive window display catches the shoppers and the lookers, and pulls people into the store.

Another reason why so many displays are in evidence at the present time is the interest and enthusiasm which has been stirred up in many municipalities in connection with the clean-up and paint-up movement, a movement that deserves the support of all classes of citizens because it promotes cleanliness, thrift and civic pride.

Still another reason may be found in the fact that the paint manufacturers have taken a big part during recent years in urging hardware merchants to display painting materials in the show windows. In many instances liberal prizes have been offered for the best arranged display and this has had a tendency to raise the standard of the display shown.

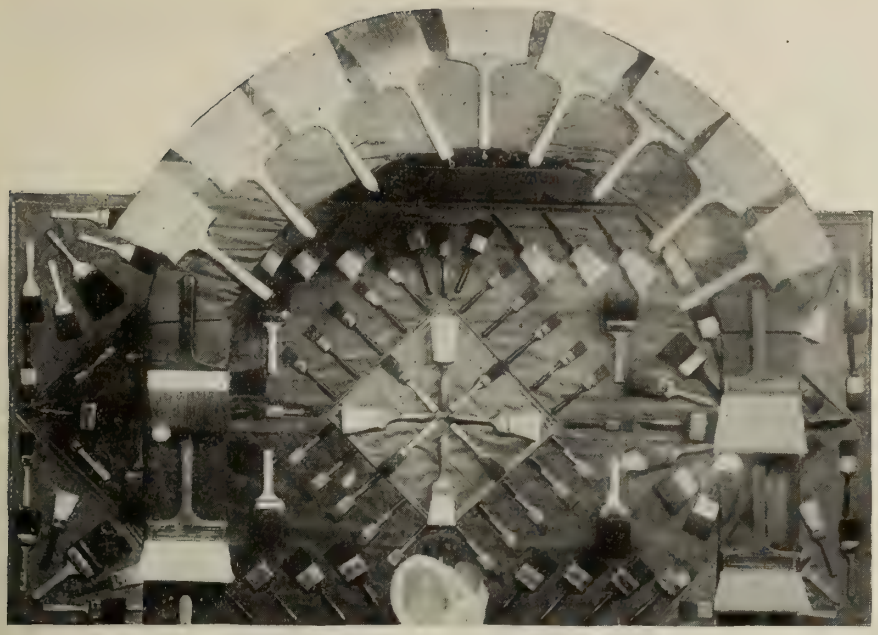
Another important factor has been the part taken by trade journals in endeavoring to get the hardwaremen sufficiently interested to arrange attractive paint displays during the spring and also during other seasons of the year.

Hardware and Metal has for twenty-six years been urging Canadian hardwaremen to give time and attention to their display windows. During that time many hundreds of suggestions have been offered, and excellent display reproduced. These have had a good effect and the settings for many excellent displays have been based on ideas gleaned from reproductions appearing in this paper.

There are a few merchants who still neglect their show windows, but they are greatly in the minority and their number is growing smaller each year, you usually find



Excellent display of paint by Fred J. Mills, with Mills Hardware Co., Hamilton.



Suggestion for Window Display Background.

them complaining about business or kicking about the big and successful stores. They forget that if it pays the largest store in the largest city to put time, energy, and money into its window displays, it will pay the smallest store in the smallest city in degree equally as well. These neglectful merchants are not all located in the small towns, you will find them in many of the larger cities as well.

If this article meets the eye of any merchant who has not yet featured his spring paint display, I cannot urge him too strongly to get busy. If you want to make the most of your opportunities, make your window work for you.

In arranging a display do not forget to display paint brushes. You can often make more profit on the sale of a brush than you can on a quart of paint.

The accompanying illustrations show three excellent displays. Fig. No. 1 shows a paint display by Fred Mills, with the Mills Hardware Co., Hamilton. This display is one that created sales. The display is not overcrowded, the fixtures are inexpensive. The background was made of a framework with three panels of beaverboard painted in three colors. You will also notice the very suitable upper trim panels. While the colors do not show up in the photo, they were very brilliant and attracted much attention.

Another feature in this display is the absence of posters of any description in the display or on the plate glass.

The arrangement of the goods is very neat and many valuable pointers can be gleaned from a display of this nature.

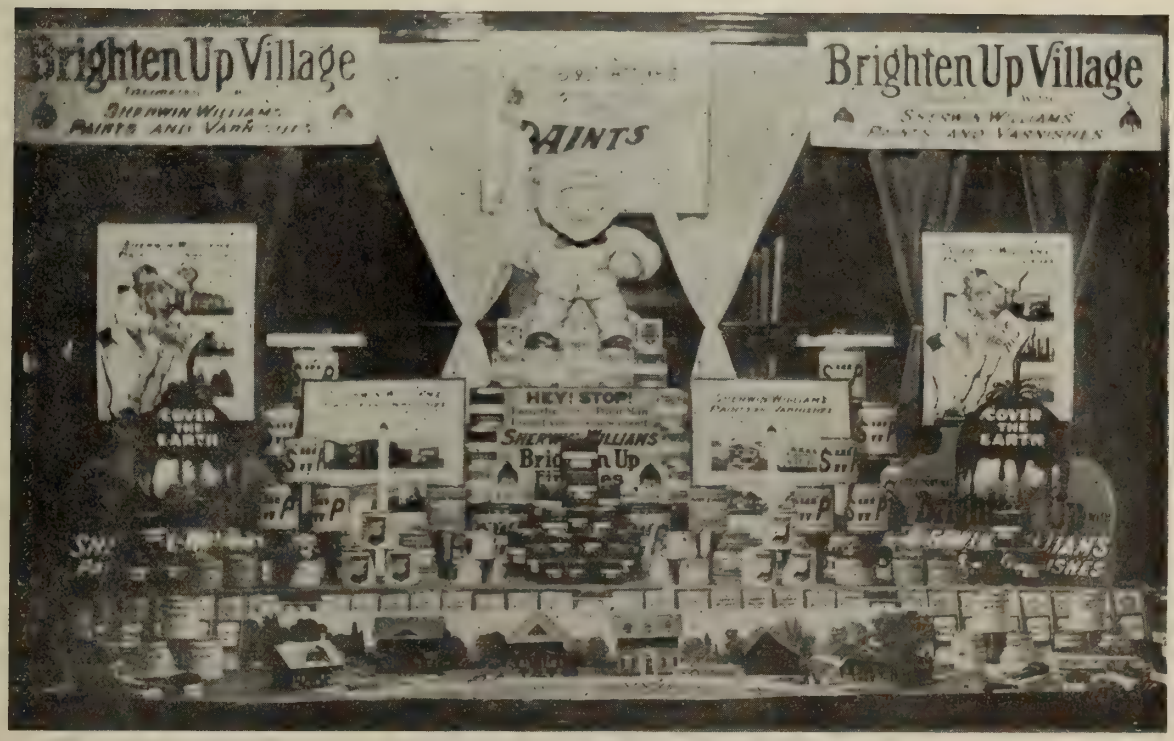
Figure No. 2 shows a suggestion for a neat background for a paint window. On this background oral and flat paint and varnish brushes and kalsomine brushes are shown.

Figure No. 3 shows a very attractive display of paints and varnishes, and is one that would stop and interest the passer-by. You will notice the neat arrangement of the packages and the equal balance of the display. Large display cards have also been used with good effect. Displays of the nature of those here shown are displays that make sales and profits.

Mr. Merchant, do not be afraid to put brains and hard work into your windows.

If you know how to arrange an effective window display you have a gift that

(Continued on page 66.)



Neat and attractive window display of paint.

The Inside History of a Hardware Business

The Last of a Series Telling How a Young Hardwareman Turned a Business That Was on its Last Legs Into One of the Most Flourishing in His Province.

By Byron J. Morrow.

I HAVE heard young men starting out in business say: "I don't see any reason why I shouldn't make things go. I know hardware from both the buying and selling ends."

It is not merely knowing how to buy and sell goods that makes a successful merchant. The real test is in a man's ability to finance his business. When I took over the Burton store in A——, I knew hardware from brass tacks to threshing machines and naturally thought that I could run that business to perfection. But my knowledge of finance was fearfully and wonderfully scant. I thought it was merely a case of selling goods, putting the money in the bank and issuing cheques when your bills came due. It looked just as easy as that to the unsophisticated young hardwareman who figured as the head of Hardy & Co.

Well, I was soon in financial difficulties. This was inevitable, of course. I had started business on a shoe string and had to carry heavy financial obligations. And then business came very slowly at first.

During the third month I discovered I had payments coming due that I couldn't meet. According to my agreement with the wholesale house supplying me with my chief line of credit, I was paying off a certain sum each month and was supposed to settle up for fresh purchases on a thirty-day basis. I was supposed to pay the house something like $700 in two weeks' time and there was a cash balance at the bank of $97.02. In addition I had bought a few tempting assortments from glib travelers who had dropped in with fine lines of goods to show and a still finer line of talk to back them up. Several amounts were due in a short time as a result of my miscellaneous purchases —and some of the lines secured in this way were not selling very well, either.

I sat down at my desk one evening and figured it all out. No matter how I figured it, there was no possibility of scaring up enough real money to cover all my obligations. I could see that. Reckoning on the usual amount of business for the two weeks left me, I was going to be about $400 short.

There was no way of stirring up more business in the time at my disposal. Special sales did not make a hit in A——. The people were not educated up to bargain sales. The only kind they knew were bankrupt sales and it made them suspicious when any store talked sale without the all sufficient reason of bankruptcy therefor. I believe the general impression was that Hardy & Co. would be holding a bankrupt sale before long. The opposition hardwaremen had never been friendly to me and in many ways they were doing their best to force me to the wall. They were quite ready to nail down the lid of my business coffin; but I proved a pretty lively corpse and in the sequel I burst out the lid so forcibly that the voluntary undertakers were considerably damaged.

Realizing my position fully, I posted up to the city at once and laid my case before my old chief. He was very good about it. He even smiled a little when I walked in as much as to say: "Well, I've been expecting you."

"How's business?" he asked.

"That all depends," I replied. "If I can arrange my finances and keep things going, business is going to be fine. There's a grand opportunity for a live hardware store in A——. But the question of immediate financing——"

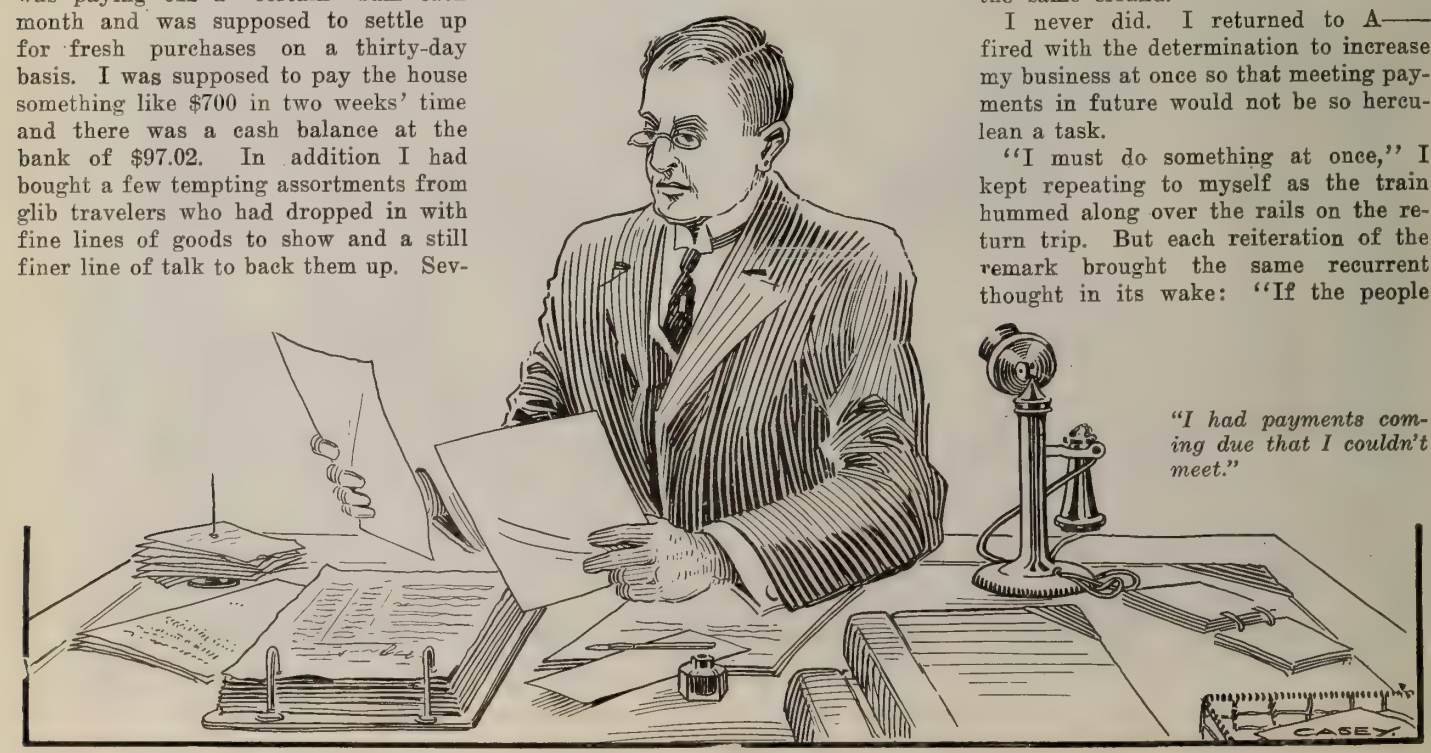
"Show me your figures," said the Chief, abruptly.

I went into the whole business with him, showing him everything I had done. I had even brought along some photographs of the store, taken since the process of rejuvenation had been more or less completed, and, by way of contrast, photographs of the two rival stores. When I had finished he did not take more than a second to reach a decision.

"We'll carry you," he snapped out. He always talked in a harsh, abrupt way when he was doing one a favor. If he had turned me down, he would have done it in a smooth and unctuous way. "You have a good chance there and—well we know you and what you can do. But look here, Hardy, don't come back on the same errand."

I never did. I returned to A—— fired with the determination to increase my business at once so that meeting payments in future would not be so herculean a task.

"I must do something at once," I kept repeating to myself as the train hummed along over the rails on the return trip. But each reiteration of the remark brought the same recurrent thought in its wake: "If the people



"I had payments coming due that I couldn't meet."

won't come to the store, what am I going to do?'' Gradually, of course, my mind followed the thought through to its logical conclusion and I made the following decision: ''If the people won't come to the store, I must go to the people.''

Turn of the Tide.

And from the time that this decision was reached, dates my real success in the retail hardware business. It brought about the turn of the tide.

A few days later I took a run back to the city again, gunning for local agencies. The town of A—— and the neighboring vicinity had not been worked very hard for prepared and metallic roofing, wire fencing, cream separators, etc. Neither Dilling nor Brown had gone much into what they were inclined to term ''side lines.'' They had agencies but they did not push for orders or budge five feet from their office stools to get business. Accordingly I had no difficulty in getting agencies and returned to A—— ready for an active campaign.

Many days we were far from busy in the store. Sometimes we wouldn't have more than two or three customers in an hour's time. On such days I formed the habit of getting my samples and driving out around the country. I called on every farmer within a radius of ten miles in the next six months and, although my success was very slight at the start and never what you would call spectacular at any time, the business gained in this way was what brought about the turn for the better in my business affairs.

The fact that the district had never been ''worked,'' was what made it so difficult to sell at first. They were not accustomed to having reputable merchants call on them in that section of the country. Peddlers they had by the score, book agents buzzed in the neighborhood like flies around a molasses barrel, and lightning rod salesmen bothered them a-plenty. At first they were inclined to extend the same prejudice toward me that they treated the peddler fraternity to; and it took me some little time to wear down this impression. When I finally succeeded in removing the prejudice, business began to come my way in real earnest. But it was certainly a hard uphill fight.

There was one reason why this outside business benefited my financial standing to so marked a degree. It required no capital investment. I secured a commission on what business I placed without having to invest a single copper. There was no risk to it whatever. Furthermore it did not add to my overhead charges. Everything that I made, literally speaking, was ''velvet;'' and the state of my finances was such that plenty of the velvet was needed to keep the frail bark from breaking up every time we bumped into a rock —which was pretty often.

And still further, my visits around the country put me in touch with the farming community and won for me a clientele which grew larger all the time. The farmers I met on my trips came to know me and in time, I believe, to like me. And when they drove into town they would drop in to my store for what they needed.

Yes, ''outside salesmanship'' was the real foundation on which my business was built.

I Build Up My Staff.

One of the main reasons why I have succeeded and made money in the business is because I have always made it a rule to have good men with me. It is impossible to always have good men if yo are continually changing your staff. Accordingly I have always endeavored to keep my good men. There are two men with me today who have been in the store for many years. One of them I inherited from Burton, my predecessor—Billy, the junior clerk of previous installments of this story. The other I found when I had been in business six months. How I happened to find him is worth telling.

There was a parcel delivery system in town and there were times when I had to depend on them for the distribution of my goods. The driver who handled my parcels was a little Irishman with a turned-up nose and mustache that had something inexpressibly comic about it. For the first week I couldn't help laughing every time I set eyes on Maurice. (What a name for an Irishman!) He had a large family and was earning, I found, the princely stipend of $7.00 a week. As a result poor Maurice looked like a Robinson Crusoe in dire straits, so patched and worn were his clothes. His one sartorial flight above the level of sheer dilapidation was a pair of buckskin gloves, several sizes too large for him. But they, alas, had seen better days, and, when I first made his acquaintance, were decidedly more skin than buck. But Maurice O'Toole was always in a happy frame of mind, and his line of conversation was crammed with more original funnyisms and more straight-from-the-heart optimism than—well, even than Sam Weller's.

One day I said to him: ''You can't raise your family on the money you make in the parcel business, O'Toole. Why don't you get different work?''

''Is it a job you're offering me?'' he asked.

I certainly had not intended to offer him a job. Maurice O'Toole, down-at-heels ragamuffin that he looked, as a salesman in a hardware store! Banish the thought! And yet I needed a man, a good man, badly. Ever since the day when I had sent packing the senior salesman that Burton left on my hands, I had been changing and shifting around without getting a man worth his salt. The young fellow I had at that time was a ''sporty'' young gentleman who was strong on the use of boxing gloves and fishing poles but weak on the sale of them. Maurice O'Toole had the gift of the gab in more generous degree than any man I had ever known, but there wasn't the slightest offensive strain in his blarney. Could he use that persuasive brogue to sell enamelware and stove pipes? I decided to take a plunge.

''You're on, O'Toole,'' I said. ''Quit your job and come on with me and I'll make a salesman of you. I'll guarantee your account down at the clothing store so for Heaven's sakes get a respectable suit of clothes!''

Make a salesman of him? I was too late for that job. He was born a salesman. It was not long before he was demonstrating things about the fine art of ''persuading people to purchase products at a profit''—as friend Sheldon hath it—that I had never imagined before. He worked early and late, and pretty soon he knew quite a lot about hardware. You can't learn the hardware business in a day, but Maurice beat all records at acquiring a hardware education. And to hear that tongue of his going, jabbing arguments at his customers from every possible angle, while his twinkling little eye was studying the customer's face with a fine shrewdness for effect; I tell you it was, and is, a treat.

For Maurice is still with me. He was born a salesman and nothing could ever have prevented him from making a good one. But he wasn't born a business man and nothing could ever pound executive ability into him. Accordingly a salesman he will remain all his life—with me, I hope. I pay him $25,00 a week and he's worth every cent of it to me. The little O'Tooles are getting good educations and Maurice himself has become a real stylish dresser.

There is not much more to tell. After the first nine months were over, my financial worries became less and after the first year I had no difficulty in meeting payments. From that time on, the business grew on much the same lines as any other hardware store. There are several principles that I have always adhered to. Quality is the main plank in my merchandising platform. ''A square deal for the customer,'' is my motto first, last and always. I believe in displaying goods prominently and in showing prices. I advertise.

This sums up briefly my general policy and I can heartily commend every feature of it to any young hardwareman just starting in business.

(The End.)

Getting Business from the Fruit Growers

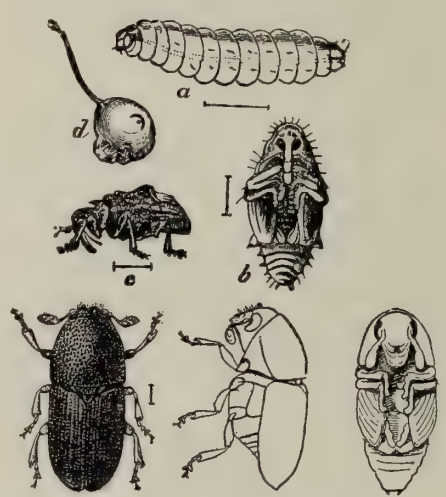
The Hardware Merchant is in a Position to Supply a Need Which is Evident in Many Parts of Canada—The Proper Care of Orchards Means Increased Profits for the Orchard Owner and the Hardwareman.

ARE retail hardware merchants inclined to overlook the possibilities for sales of tree pruners, sprayers, spraying materials, fertilizers, mixtures, etc., or are the hardware merchants securing their share of this business?

The question is not a hard one to answer. There are some retailers who are doing a big business in these lines, and there are other merchants who are doing very little. Investigation shows that the merchants who are doing the big business are men who keep closely in touch with conditions in their locality, and are men who study the ailments of the fruit trees, and the pests which retard growth or the development of perfect fruit. A hardware traveler recently stated that in one district where considerable fruit growing was in evidence, he sold to several merchants who purchased large numbers of pruning saws, pruning shears, sprayers, spray pumps, syringes, etc., and large quantities of spraying materials. In the same district he sold to other merchants, who only bought small quantities of each line, simply because they did not go after this class of business and paid little or no attention to conditions existing throughout the fruit districts. There are of course sections in Canada where fruit growing is not carried on to any great extent and the possibilities for sales are limited. On the other hand there are many sections where you will find neglected orchards, which can be made a source of great profit to the owners. In these sections there is much room for educative work among the owners of orchards, and the hardwaremen should be ready to do a fair share in pointing out to the orchard owners the possibilities before him. The fruit-raising industry should be encouraged by the retail hardware merchants, because, with the development of the industry comes a demand for a large and varied assortment of goods that are, or should be, sold by the retail hardware merchants. Too many hardware merchants put in a stock of sprayers, pruners, spraying material, etc., and instead of pushing the goods by window displays, talking to the farmers or orchard owners, newspaper advertising, and the distribution of literature supplied by the manufacturer, they allow goods to remain on the shelves, or hid away under the counter until the pruning and spraying seasons are past, and then bewail the fact that there is no demand or need for such goods in their locality. There is certainly a need, and a great need, in many localities and the retail hardware man can create the demand by showing up the need. The best way to show-up the need is to show the goods which have been produced to meet the need.

There is a movement on foot in various parts of Canada for better orchard management and this movement should have support of hardware merchants for it will mean big business for them later on. As an example the following from the annual report of the Ontario Fruit Growers' Association will be interesting:

"In view of the fact that so many of



They create business for the hardware dealer.

the old orchards in the Province of Ontario were being seriously neglected, a campaign for better orchard management was commenced in the Spring of 1911 in the Counties of Northumberland and Durham.

Four demonstration orchards, one each at Colborne, Cobourg, Port Hope, and Newcastle, which had been very badly neglected, were taken in hand for a period of three years to be treated according to the best orchard practices. The orchards were situated near the main road where they could be under observation by passers-by throughout the season so that the results of the demonstrations could be noted.

Conditions of Orchards in 1911.

These orchards have been planted some thirty or forty years, but had been almost totally neglected as to pruning, cultivation, fertilization and spraying. In fact, they had never been sprayed, and hence the quality of the fruit was of a very low grade, the percentage of No. 1's varying from 30 to 60 per cent. They were full of bark lice and blister mite, and had suffered severely from canker and sun-scald, but it was hoped that with careful management, liberal feeding, and thorough pruning and spraying, that they would respond and give satisfactory results. Two of the orchards were in sod and had not been plowed for years. The soil in the Colborne orchard is a light sandy loam, and in the others a clay loam.

Treatment.

The orchards were all pruned in 1911, not very severely, but more of a cutting out of the dead wood and a thinning out of the top. In 1912 the greater number of the high trees were "dehorned," as much as 12 feet being taken off. Our object in doing this was to make a more spreading tree, have the fruit borne on the lower branches and thus economize in picking. In 1913 a lot of small twigs and branches were cut out to open up the trees thus giving the fruit a better chance to color.

All cuts of 1½ inches in diameter and over were given a coat of white lead and oil. The rough, loose, shelly bark was scraped off the trees to facilitate spraying operations. The orchards were all manured each year at the rate of 10-12 tons of farmyard manure per acre. In two orchards the manure was supplemented by an application of 200 lbs. of muriate of potash and 400 lbs. of acid phosphate per acre.

The orchards were plowed in each year as early in the Spring as it was possible to get on the land, and then they received thorough cultivation up to the middle of June when a cover of red clover, buckwheat or hairy vetch was sown.

The orchards were sprayed very thoroughly three times each year as follows:

(1) Before or as the leaf buds burst, with commercial lime-sulphur, 1 to 10, to control oyster shell bark louse and leaf blister mite.

(2) Just before the blossoms opened, with commercial lime-sulphur, 1 to 35, with 2 lbs. of arsenate of lead added per 40 gals. of mixture to control apple

(Continued on page 53.)

Suggestions for Seasonable Show Cards

Clean Up Your Lawn

Lawn Trimmers	$2.00 to $5.00 each
Planting Trowels	15c to 75c each
Lawn Mowers	$3.50 to $12.00 each
Turf Edgers	75c to $1.50 each
Weeders	25c to 75c each
Lawn Rakes	40c to 75c each
Sprinklers	40c to 75c each
Lawn Border	10c to 20c foot

The Seven P's

Properly
Prepared
Paint
Preserves
Property from
Premature
de-Preciation.

The paint we sell is properly prepared.

Campaign Polishes

Brass Polish	10c to 25c can
Silver Polish	25c can
Floor Polish	25c to $1.00 can
Furniture Polish	25c to $1.00 bottle
Stove Polish	5c to 25c can
Glass Polish	25c can

"Clean Up and Paint Up" FIRST

WHAT HAVE YOU DONE TO HELP THE

HOME RULE MOVEMENT

that promotes Cleanliness, Thrift and Civic Pride?

"Clean Up and Paint Up" Aids

Floor Polishes	$1.50 to $5.00
Paint Brushes	5c to $3.00
Dustless Mops	$1.50 each
Dusters	25c to 75c
Planting Trowels	15c to 75c
Vacuum Cleaners	$12.00 to $150.00

WE SELL PAINTS TO PAINT

Your House
Your Kitchen Floor
Your Porch Floor
Your Buggy
Your Furniture
Your Woodwork
Your Walls.

There Are Others. Ask Us.

You owe it to yourself, to your neighbor, and to your town,

"Clean Up and Paint Up"

GET BUSY!

Keeping Track of Daily Sales and Stock on Hand

Daily Analysis and Record Necessary for Intelligent Grasp of Business—A Simple Method for Monthly Stock-Taking—Sample Sheets for Records of Clerks' Sales.

Fifth of a Series by Wm. Cambell.

LET us discuss this matter with you and help you to find out what you know about the life of your business, for in very truth the Sales are its life, and this life can be made a very interesting study if we go about it in the right way. Moreover, the study of your Sales will pay you perhaps better than any other study in this world.

You will perhaps say, "Oh, I know how much my sales are," but do you know? Do you know how many knives you have sold and what gross profit they brought you? Do you know wha your window display brought you in? Do you know which line you carry brings you in the best profit? Do you keep a close watch and analyze your Sales every day or every week so as to know how much you have sold of each class of goods and the profit on each class? If not, you should.

Progressive Departmental Stores can tell all this by instant reference. That is one reason why they are progressive. Do you know that in such stores they encourage the Departments that yield the best net profits by giving them the best and most prominent positions, and this close supervision and analyzing of the Sales goes on all the time, not spasmodically.

Now it follows that if you dive deep down into your Sales and find out how much you sell of each class of goods and find out which is paying you, that you will consider seriously how you can increase the Sales of the profitable lines. There is no doubt that in the smaller towns as well as the larger, judicious, and well-thought out local advertising does bring in a lot of business. Of all advertising your window display, especially in a place where the buying public are accustomed to go down town and scan the windows every few days, this is the most fruitful of all the advertising you do.

Records of Daily Sales

Now, about your daily sales: what is the simplest method for keeping track of them? Suppose, first of all, you are not attempting to departmentise your business; to know how much you sell of this line, and how much of that, but simply want a daily record of totals in such a form that you can compare it with the most logical period, the corresponding date of one year ago; and again, compare it week by week, month by month, and finally your record for the full year 1914 with the full year 1913.

Some merchants have remarked to me: "Oh, I couldn't think of keeping a daily record in each department and of each sales clerk. I'd need to engage an extra clerk, and my office expenses would be too heavy."

Try it and see. In probably 85 per cent. of Canadian stores this work of tabulating is done by the bookkeeper in odd times. The sales slips do not pile up. They are put on the files, one for each, or one for all, whichever is handiest, and a few minutes now and then throughout the day is all that is required. When the afternoon is near an end it is surprising how few your bookkeeper will have in hand to do: just the extra number, in most cases, that a busy afternoon brings in.

Just one suggestion here. Make your day close at five o'clock if your store closes at six. Some attempt to keep the record right up to the last moment of closing on the ground that it is more satisfacory to have each day stand by itself, but what real difference does it make if the last hour, from five to six, is added onto the next day. It is a complete record and a comparison you want, and if the days compared are estimated on a similar basis, what difference does it make. There is too much of a crush entailed on the bookkeeper unless you give her an hour fairly free to complete her tabulations.

Each Sales Slip or the Total?

The record sheet may be either ruled out day by day or printed especially for you. Here, again, you must choose be-

(Continued on Page 58.)

DIAGRAM NO. 1.

(Month of April)

Day	Salesman No.	Slip No.	Amount.	Dept. A.	Dept. B.	Dept. C.
1	6	1	$0.45	....	$0.45	....
		2	.63	....	.63	....
		3	1.75	$1.00	....	$0.75
		4	.36	.36	....	....
		5	5.25	2.00	3.25	....
		6	6.50	4.00	....	2.50
	7	21	1.60	....	....	1.60
		22	2.90	2.90	....	....

DIAGRAM NO. 2.

(Month of April)

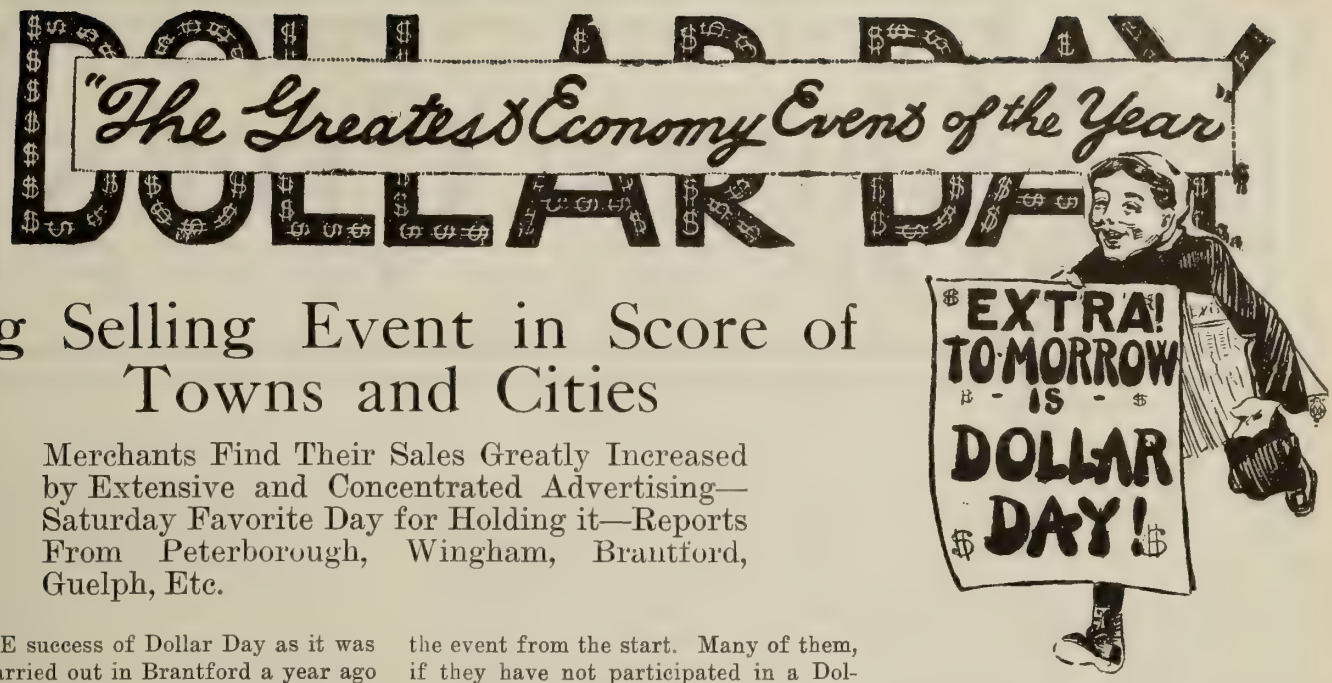
Day.	Salesman No. 2.	Salesman No. 3.	Salesman No. 4.	Total.
1	$10.65	$12.40	$25.80	.....
2	36.50	38.75	31.30	.....
3	49.60	35.26	44.37	.....
4	.....	.....	.....	.....
6	.....	.....	.....	.....
7	.....	.....	.....	.....
8	.....	.....	.....	.....
9	.....	.....	.....	.....
Total	.....	.....	.....	.....

DIAGRAM NO. 3.

How to know what your stock should be month by month; in this case 35% of the turnover is taken as the gross profit.

	Col. 1, Purchases.	Col. 2, Sales.	Col. 3, Shows stock on hand.
Stock on Hand	$15,000.00	.....	.....
Purchases	3,000 00	.....	$18,000 00
Sales	.....	$4,000 00	.....
Cost of sales on basis of 35% profit	.....	.....	2,600 00
Stock on hand	.....	.....	$15,400 00

Col. 3 shows the balance of stock month by month. In col. 1 you put your original stock, and your purchases month by month. In col. 2 you put your sales, and at end of year, when you take stock, you put the amount of your inventory in col. 2; then the difference between cols. 1 and 2 is the gross profit.



Big Selling Event in Score of Towns and Cities

Merchants Find Their Sales Greatly Increased by Extensive and Concentrated Advertising—Saturday Favorite Day for Holding it—Reports From Peterborough, Wingham, Brantford, Guelph, Etc.

THE success of Dollar Day as it was carried out in Brantford a year ago and later on in Calgary, Alta., has led a number of other Ontario towns and cities to attempt to duplicate the record of the other two places, and almost without an exception the results have been most gratifying. So much so that there has been some clamoring for a repetition next year, a few even urging that it be made a semi-annual event. It is as if it were a public holiday, but unlike this in fun-making giving place to business, a piling up of purchases on purchases, where the surrounding district joins the citizens in flinging broadcast their dollar bills and rejoicing the hearts of the merchants at sales increased sometimes to huge proportions.

It is no wonder the merchants like it. Dollar Day to them is an occasion when their advertising brings such results as justify their expenditures many times over. It is a time for clearing odd lines and left-over goods. It is an opportunity for devising ingenious bargains and methods of advertising them. No matter what line of business a dealer is engaged in, there is always a way in which he can make use of Dollar Day. It is a time when the country folk drive in for miles around and in some cases make purchases for many months ahead.

Townspeople Enthusiastic.

The public like it, too. Their curiosity is aroused—their interest in the big shopping festival is awakened—they desire to purchase some of the goods advertised in the newspapers—and they come. They come from the north, the south, the east and the west—on trains and radials, others in horse vehicles and still others on foot—all bent on one purpose, to see and be convinced, and to save money by spending it. Of course, the townspeople are enthusiastic about the event from the start. Many of them, if they have not participated in a Dollar Day before, have at least heard of it, and they quickly decide that the occasion is no ordinary one.

Brantford's second trial was highly successful and some remarkable bargains were produced as leaders by a a number of the stores. The "Expositor" also produced — or described — "The Mysterious Mr. Dollar," and a reward of $10 for his capture helped to stir up interest in the event.

Woodstock marks down Saturday, February 21, as a record day in the history of its retail merchants. In describing the results, W. J. Taylor, of the "Sentinel-Review," says: "Dollar Day was a huge success in Woodstock—much greater than either the merchants or we ourselves anticipated. The dry goods, clothing and haberdashers, and boot and shoe stores practically all did a business larger than on the Saturday before Christmas, which is generally conceded to be the best day in the year. The hardware, drug, book and fancy goods and furniture dealers, speaking generally, did about double the business they would have done on an ordinary Saturday at this time of the year. The groceries and meat shops all had a much larger day's business than they would have had otherwise, and there were more farmers in town on 'Dollar Day' than on the Saturday before Christmas. The day was so successful that the merchants are determined to hold a 'Dollar Day' twice a year in future."

In Guelph the two newspapers co-operated with this result: "Dollar Day in Guelph was pronounced by the merchants co-operating to be a huge success. Although there were only ten days to advertise the event, great crowds were on the streets early in the morning, awaiting admittance to the many stores offering Dollar Day bargains. Many of the merchants report record business, and although a large number were skeptical in the first place, they are now convinced that Dollar Day is a good thing. It will probably be an annual event in Guelph."

Sold Paper for 175 Rooms.

Peterborough celebrated on March 14. One example of the heavy sales is furnished by one firm, Trebilcock Bros., who sold wall paper for 175 rooms on the one day!

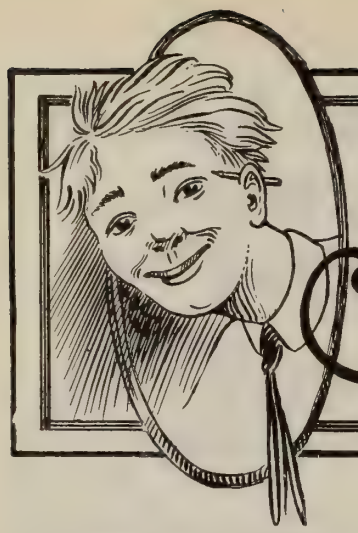
Getting Them by Poetry.

Tuesday, March 17, was the day selected by the newspapers and merchants for Dollar Day in Wingham and the public were exhorted to "Combine business with pleasure and be in Wingham on St. Patrick's Day." Both the Times and Advance carried a large amount of extra advertising and the day was a big success. In the way of general advertising the Advance printed an interesting poem, the last verse of which reads:

Come in spite of wind or weather,
Just as early as you can,
Have your work all done on Monday,
So that naught can spoil your plan,
And surely bring your dollars,
The dollars old and gray,
The false and fickle dollars
That lead us all astray;
The worn and weary dollars,
The shy and sheery dollars.
We want all kinds of dollars
On Wingham's Dollar Day.

Special prizes were given for the farmer bringing the largest number of persons in one load, the oldest lady buying

(Continued on page 64.)



THE JUNIOR CLERK'S PAGE

GETTING A START.

The heights by great men reached and kept,
Were not attained by sudden flight;
But they, while their companions slept,
Were toiling upward in the night.
—Longfellow.

GETTING a start in business early is a great advantage. Most of the men who have been great successes have gone to work young, and have made their early years tell.

Opportunity usually comes to a young clerk through some older man. Therefore, you must attract attention. You must gain a reputation for industry by being industrious. Remember, every clerk is being "sized up" not only by his "boss," but by the whole village.

In every store one clerk "knows." He is asked questions. His fellows turn to him for information. The clerk who "knows" is in line with opportunity. The day is sure to come when he is called to take the higher job. Some clerks know a lot, but they know the wrong things. They know things that don't help in business.

Cultivate your memory. A good memory is absolutely essential to progress. Memories can be improved by memorizing things. Memory is largely a matter of concentration of mind. Don't forget the things you should remember. Every time you forget, your memory is weakened. Every time your memory responds when called upon, your power



A good day's work starts the night before with a good night's sleep.

of remembering is improved. Learn to remember five things about your business every day. Don't say to yourself: "Oh, I will learn, it will come to me"—that's drifting. Say to yourself: "I will learn—I will learn every day." At night ask yourself: "What have I learned to-day? What do I remember that I did not know yesterday?"

That's the great trouble about dissipation. Dissipation steals the memory. The vicious clerk with fishy eyes answers you: "I can't remember."

As Shakespeare expresses the thought:

"O, that men should put an enemy in their mouths, to steal away their brains!"



What have I learned to-day?

Cultivate the habit of Observation. Every thing—every move—means something. The clerk who has eyes in his head, observes—he sees—he reasons—he thinks it out—he knows what is happening. He is on the job. His mind is Johnny on the spot. His mind is not somewhere else, wool gathering.

A good day's work starts the night before with a good night's sleep. That's why tango dancers don't remember.

Everything comes to him who knows where to wait. Opportunity runs over the fellow who walks on Opportunity Boulevard.

There is a tide in the affairs of men
Which taken at the flood, leads on to fortune;
Omitted, all the voyage of their life
Is bound in shallows and in miseries.
—Shakespeare.

Then wit often counts. I know a man who is rich to-day who attracted his employer's notice by a witty answer. He was lying full length on a case of screws, waiting for the elevator to return to the cellar. Suddenly the boss stood over him and remarked: "You look very independent." The clerk, without moving, answered: "Any man can be independent on five dollars a week."

If you had to walk five miles up and down hill you might call it tiresome Work. But if you play golf you forget all about the walking—you are interested in the Game. You don't get tired. You are sorry when the game is over.

Make a Game out of your work and it will be easy. Every sale made or lost is a game. Every day in business is a game. It is the most interesting of all games. To a clerk who expects to rise it is impossible to hang around a pool parlor when he might be playing the business game.

Go to any small town and size up the young fellows who spend their time and money in the pool emporiums. Would you go there to find a clerk to become a partner in your business?

Let me tell you a secret. If you want a real good man, hunt the fellow who already has a good job and doesn't want to leave it.

No matter how dull the barber's trade is, you will find one barber with customers waiting. The rest in "Murderer's row" take the suckers, who don't know.

Costly thy habit as thy purse can buy,
But not express'd in fancy: Rich, not gaudy,
For the apparel oft proclaims the man.
—Shakespeare.

Appearances go a long way in this superficial world. We take people at their face value. Therefore, my son, shave every day. Shine your shoes. Be neat in appearance. The man who is



No matter how dull the barber's trade is you will find one barber with customers waiting.

careless in his dress may be a careful bookkeeper; but the world won't believe it. I have met some great chartered public accountants, and I never met one who wasn't scrupulously neat in his person, and I never met one who wasn't a small man. Queer, isn't it, that great

bookkeepers are small, while extra good salesmen are usually large? There's a reason!

The competitive spirit makes every business grow. Without competition in efficiency on the inside the auctioneer's flag will soon hang on the outside. There is always one or two kinds of competition in every business—competition among employees to do the best work, or competition to do the least work! It all depends on the boss.

As a man once answered who was asked the question:

"Is life worth living?"
"It depends ON THE LIVER."

If you want to be a success you must compete with yourself. You must lay out your day's work and see if you can do it. You must measure its quality. You must be your own taskmaster. The best way to get a good day's work out of yourself is to lay out a good day's work in advance, and then have the will power and industry to do it. Use spurs on yourself.

"Plan your work, then work your plan."

Cut down "interrupters" and "time-eaters." Don't let them consume your valuable time. If you are trying to perform a set task, you won't—if you are just drifting, you will sit down and talk it all over. We all catch trains because we know they won't wait. The Pennsylvania Limited would never reach New York on time if the "time-eaters" had their way. They would "talk things over" at every station.

Mr. Mallaby Deeley, of London, pulled off the largest real estate deal in the world. He has no office nor telephone. He says he hunts up the men he wants to see. He uses their offices and can leave when he's ready. You can't do this in your own office, can you? Blessed is the man who has no desk, because he is free.

"If you can write a better book, preach a better sermon, or make a better mouse trap, tho' your house be in the woods, all the world will make a path to your door."
Both Emerson and Hubbard are accused of writing this.

I knew a firm where the partners quarreled about where their desks should be. One partner took a desk near the back door. The work will make a path to the desk of the strong man, even if it be on the alley.

I knew a corporation where they quarreled about the rank of the officers. One man took no title. He was simply a "director." When the financial storm came this simple "director" took the helm. Wherever Ben. Johnson sits is the head of the table. All this means, my son, not to quibble and squawk about place and office, but make it your ambition to be the Main Works in your little boiler factory.

Nothing is more amusing than some small-souled man rattling around in a big job, like a deuce spot in a dice box. Never leave your job until you have grown so big that all its titles and high-sounding appendages mean nothing to you.

The man should give dignity to the position, not the position to the man.

Devote your thoughts to the success of the business—many men have "forgotten themselves into immortality."

—Mike Kinney in The Gimlet.

GETTING BUSINESS FROM THE FRUIT GROWERS.

(Continued from page 48.)

scab, caterpillars, case bearers, canker worms, bud moths, etc.

(3) Immediately after the blossoms fell with commercial lime-sulphur 1 to 40, with 2 lbs. arsenate of lead added per 40 gals. mixture to control codling moth and apple scab.

Results.

The results obtained are in striking contrast to the small and indifferent crops yielded in unsprayed and uncared-for orchards of the same locality. The quality of the fruit in each of the three years was exceptionally high—the percentage of No. 1's being raised from 30-60 in 1908, 1909 and 1910 prior to our having charge, to 75 to 87.6 per cent. while under our care. Further from 95 to 98 per cent. of all the apples grown in these orchards were absolutely free from any insect pest or fungus disease. Scarcely an apple could be found with a worm in it, and it was only an odd apple here and there that showed a spot of scab."

This is only one of many examples that could be quoted to show the beneficial results obtained through the proper use of pruning, and spraying equipment, and fertilizers. In the above district many carloads of spraying material and a great number of spray machines, both hand and power have been sold.

Many hardwaremen have before them unlimited possibilities for the sale of supplies for fruit growers and orchard owners. Have you investigated conditions in your locality? Are you getting your share of this business? Possibly the mail order houses or fruit dealer's supply houses, are picking up a large share of profitable business that you could get if you went after it. It might pay you to take a drive in the country and get some inside information on conditions as they actually exist in your locality.

Twenty Years Ago
In the Hardware Trade

The following items are taken from the issue of Hardware and Metal of May 5, 1894:

Thos. Davidson, of the firm of Thos. Davidson & Co., Montreal, died at his residence there on Monday, April 23. The deceased gentleman had suffered from diabetes for thirteen years, but his case was not considered precarious until a short time before his death. Mr. Davidson came from Edinburgh, Scotland, to Montreal about 50 years ago, and was one of the first commercial travelers in Canada, having driven from Montreal to Goderich before there were any railways, and called on most of the hardware merchants in Ontario at that time.

Editor's note.—The Thos. Davidson Mfg. Co., Ltd., is still doing business at Montreal, with branches at Toronto and Winnipeg.

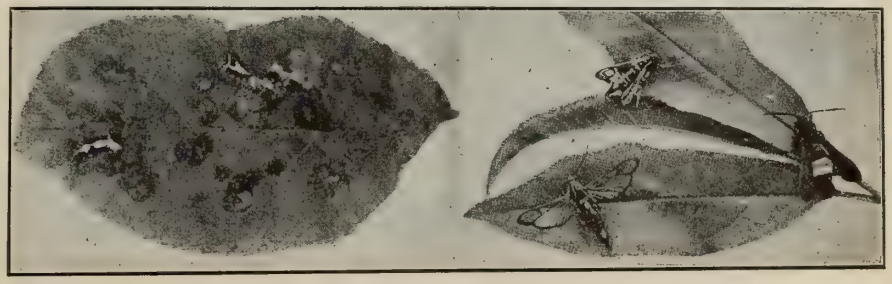
THREE DISPLAY WINDOWS IN 16-FOOT FRONT.

(Continued from page 40.)

bright samples could be easily seen from the sidewalk on the opposite side of the street. This window is used principally for display goods of this nature.

Prince & Co. are firm believers in window displays as valuable aids in selling hardware. That they are using their 16-foot front to the best advantage is clearly shown in the accompanying illustration.

Firms having narrow store fronts, and wishing to solve the problem of securing adequate window display space, can find many valuable and interesting features in the windows here shown.



Scab on apple leaves—Adult moths of peach borer.

The Third Chapter of Western Growth*

The Peace River Country Has Become a Country of Commercial and Agricultural Possibilities—Trend of Settlement is Now Toward the Mackenzie Basin, a Land of Wonderful Promise.

By W. D. Albright.

THE agricultural development of the Canadian West, apart from ranching, divides into three chapters. First was the settlement of the Red and Assiniboine watersheds in eastern and southern Manitoba. The second was the development of the two Saskatchewan valleys, south and north, respectively. The third epoch, on which we are now entering, is the opening of the Mackenzie basin, commencing with the valleys of the Peace and the Athabasca. Will the third chapter exceed the second as the second did the first?

The Peace River country is on every man's tongue in the West. No longer is it the dread, rather mysterious and almost unattainable land of Arctic rigors and natural obstacles. It has become instead a country of commercial and agricultural possibilities, and as such is now the objective point of the pioneer.

This article is written in the new North, after an adventurous, exciting and decidedly laborious trip down the circuitous and risky waters beyond Athabasca Landing. We have passed the Grand Rapids of the Athabasca, run the Grand Cascade, struggled over many a weary portage; and we have begun to see the new North with new eyes—with eyes that glimpse the greatness of this wonderful land, which cannot fail but convey to the mind a sense of prophetic certainty. Beyond the Landing one starts to see visions of a new empire.

We of the East have had an idea that the region north of Edmonton was wholly unsettled. What was our surprise to find at St. Albert, Clyde, and various other points along the C.N.R.'s hundred-mile-line from Edmonton to Athabasca, extensive settlements where half a dozen stacks of grain marked many a homestead, and oat stooks studded the fields as thick as on the Saskatchewan plains.

The black-loam soil of the prairie extends all through this territory. Barring a few jackpine ridges and some rough country along the north shore of Lesser Slave Lake, we saw nothing else on a five-hundred-and-fifty-mile journey from Edmonton to Grande Prairie, via the Athabasca River, Lesser Slave Lake and Peace River Crossing.

A stream of people of the very finest class that ever developed a new country have been pouring into the North. The train to Athabasca had twelve freight cars and twelve passenger coaches. The train agent informed us they had been carrying a hundred and sixty or seventy passengers a day.

Many thousand homesteaders and holders of scrip have already located in one part or another of the great region traversed. Think of hundred-acre fields of oats at Athabasca Landing, Peace River Crossing and Dunvegan! Behold extensive settlement along the south shore of Lesser Slave Lake; on the plateau north of the Peace between the Crossing and Dunvegan; again in Spirit River prairie fifteen miles south of Dunvegan; south of this again in Grande Prairie, and yet again in the newer section of Pouce Coupee, sixty miles northwest of Grande Prairie and divided by the British Columbia boundary. The most thickly settled district of all is Grande Prairie, situated over a hundred miles north of Edmonton by latitude and between two and three hundred miles west. It lies within view of the snow-clad Rocky Mountain peaks, through the passes between which it receives many tempering Chinooks. The first considerable quota of settlers reached Grande Prairie in the mid-summer of 1909, treking by ox-teams the whole five hundred and fifty miles from Edmonton, the nearest railroad station and base of supplies. Even yet, machinery, provisions, clothing, furniture and seed other than that now produced in the district have to be freighted from Edson, Athabasca, or Smith, opposite Port Cornwall. Thus, in addition to the usual handicaps of pioneer farming, operations have been seriously hampered by lack of machinery to do seeding and harvesting with dispatch. Yet in Grande Prairie this past autumn and early winter, five threshing outfits winnowed three hundred and seventy-five thousand bushels of grain, besides which enough had been fed out of the sheaf or reserved for such use to have run the total crop close to half a million. Barley threshed thirty-five to fifty bushels per acre, and was nearly all ripened hard. Wheat yielded variously as to quantity and quality, but as much as forty bushels of good milling grain per acre were obtained. Oats averaged perhaps sixty, though yields of seventy were common and one acre turned out a hundred and twenty. The proportion of grain to straw is well nigh incredible. It is not at all unusual to bag a bushel from six or seven binder sheaves, whereas in the East a bushel from ten sheaves is counted satisfactory. At the risk of my reputation I will add that I assisted in threshing one load of oats grown on late spring plowing which turned out a hundred and one thirty-five-pound bushels according to the machine weigher. Count of the sheaves indicated a bushel to each four and a half sheaves. Yet these oats being sown late, had been frosted before being cut. The sample, nevertheless, was superb, as the editor may judge from the small quantity submitted.

I came to Grande Prairie well informed and therefore confident of the future of this particular area, but open to conviction regarding most of the other sections within what we have broadly styled the Mackenzie basin. I am already convinced beyond all hesitation that many million acres of prairie and bush land will soon be occupied and gradually brought under profitable cultivation. Who knows but that Marquis and Preston and Prelude wheat and sixty-day

*Reprinted from MacLean's Magazine.



Gardening on the Lesser Slave River.

oats may yet do for the New North what Red Fife did for the West? If that hope be too sanguine, great stock-raising possibilities remain. Oats and barley ripen well beyond the wheat line and, what is more, oats cut in the milk make excellent feed. Clearing and drainage will gradually reduce the danger of frost so that what is now being accomplished in Grande Prairie may be taken as an earnest of what will soon be duplicated in other tracts—is being duplicated in fact. One of the surprises of our trip was a large frame barn with shingled hip-roof at an extensive settlement just north of Dunvegan. At this same neighborhood we saw a bin of Marquis wheat said to contain fifty-four bushels, grown from one bushel sown on an acre. Near here a township thrown open to entry last summer was all filed upon in three days.

Before leaving for the North, I saw George Harcourt, Alberta's deputy minister of agriculture, and got him to talking about the new empire of the North.

"I want to give you a vision of the West," he said, unrolling a ten-foot map with red buttons stuck upon it here and there. The buttons represented places where wheat has been grown in the North, and were distributed within a line running from Fort McMurray, on the Athabasca River, sharply northwestward to Fort Simpson on the Mackenzie six or seven hundred miles north of Edmonton.

"This line," he explained, "takes in all of Alberta, even its north-east corner, as well as land a hundred and fifty miles north and a hundred and fifty miles west of the provincial boundary. How small the Maritime Provinces or the old-settled portion of Ontario seem in comparison with the tremendous sweep of territory from the international boundary north to the wheat line which this map shows!

"The fact of grain production in the North is no mere dream of to-day or yesterday. The wheat that won first prize and the bronze medal at the Centennial Exhibition in 1876 was grown at Fort Chippewan, on Lake Athabasca. It weighed sixty-eight pounds to the bushel. The prize wheat at the World's Fair, Chicago, in 1893, was raised at Peace River Landing (now calling Crossing). A Hudson's Bay Company factor tells me that twenty-five years ago he saw Ladoga wheat ripened at Fort Laird. Oats, barley and potatoes can be grown successfully much farther north than wheat, thus promising a great future for much of the Northland as a stock-raising country.

"Then look at the river systems. The many tributaries of the South and North Saskatchewan, whose waters taste the salt of Hudson's Bay; of the Athabasca and the Peace, whose mingled volume reaches Arctic brine through the mighty Mackenzie, all take their rise on the eastern slope of the Rockies. This watershed has been set aside as a forest reserve, ensuring a steady stream flow, What perfect conditions for stock raising on the plains through which they run!



A homestead on the Lesser Slave River.

"Climatologists have figured out that a thousand feet reduction in altitude is equivalent to between three hundred and three hundred and fifty miles af latitude. Calgary district is about three thousand feet above sea level, Edmonton a little over two thousand; Dunvegan, on the Peace, is thirteen hundred, and Fort Vermilion farther down the river is only nine hundred and fifty."

These figures, considered along with the tempering influence of the warm Japan current, whose soft breath is wafted across the Rocky Mountain range on the wings of the far-famed Chinook, go to explain the miracles of production now heard of from what was once supposed to be the frozen and forbidding North.

Who can set limits to the future of such a land? As J. D. McArthur, the well-known railroad contractor, put it in conversation not many months ago—"Every prediction that has yet been made about the West has been gone one better." Mr. McArthur has been building railways in Canada for over thirty years, commencing west of Winnipeg on the C. P. R. He has constructed part of every Canadian transcontinental and if all his sections were pieced together they would span the continent. He is at present constructing the Hudson's Bay Railroad under contract for the Dominion Government, and incidentally pushing through a line of his own from Edmonton to the Peace River by way of Lesser Slave Lake, to which the road is already graded and partly in operation. At least it is purported to be his own, although speculation has been rife as to whether the C. P. R. or the G. T. P. would not operate it when completed. At all events, Mr. McArthur has been building it. He is also president of the Canada Central, which will branch off from the E. D. & B. C. near Grouard to Peace River Crossing and thence to Dunvegan. Since our interview he has also completed negotiations with the Alberta and Great Waterways Railway.

Here is a project to fire the imagination. The Alberta and Great Waterways is projected from Edmonton to Fort McMurray, at the head of uninterrupted navigation on the Athabasca River. Scows ply between Athabasca Landing and Fort McMurray, but they have to be tracked back up the ninety-odd miles of rapids above the Fort. Practically, therefore, McMurray is at the head of navigation to the Arctic. From here on, it is interrupted only by a portage around the cataract at Fort Smith. The chain of lakes and rivers thus to be tapped is almost inconceivable in possibilities. Athabasca River discharges into the lake of the same name, drained by the Great Slave River, into which the Peace empties near its head. Of these three rivers, Ernest Thompson-Seton writes, "The Athabasca is a great river; the Peace is a greater, and the Slave is worthy of its parents," or words to that effect.

The Slave pours its flood into Great Slave Lake, which feeds the mighty Mackenzie, which swings north-westwardly toward the base of the mountain range that supplies its upper waters and then bears northward to the Arctic Ocean. Of this magnificent system of watercourses, J. K. Cornwall said, referring to the present C. N. R. spur to Athabasca Landing: "Thirty-six hundred miles of navigable water connect with steel at this point."

Perhaps the most wonderful feature of these northern rivers is their immense navigable stretches, though water powers of great potentiality are available at certain places, while minerals of known and unknown value await exploitation by the capitalist. The A. &

G. W. will place Calgary and Edmonton on one of the main crossings of the continent. At these junction points east and west traffic will be intercepted and switched toward the new North. Globe-trotters will change cars here for a thousand-league rail and water trip to summer resorts on the Arctic Sea where blubber soup and caribou steak will be features of the menu and whale-fishing a favorite pastime.

Of the Peace River climate I speak from three months' personal knowledge. These have been the pleasantest, most healthful and most favorable for accomplishing work outdoors of any corresponding period I have ever experienced, whether in New Brunswick, Ontario or Alberta. With just enough snow for sleighing since early November, with many fine days ranging from freezing to zero and with no storms as yet (writing the fore part of February) equal to what I have experienced elsewhere, we have been favored indeed. So far there have been no days but people and teams were moving, though two or three were hardly fit for driving. The few nights of forty or fifty below zero were not really so unpleasant as one or two others in December when a zero temperature was accompanied by hoar frost in the air and fanned by a light east wind. True, we have had what the old-timers call an exceptionally fine winter, but it could afford to be much worse without being at all unendurable. In Grande Prairie the extreme weather has never been of long duration. In most other sections of the North I suppose it is more continuous, but over large areas the climate seems to compare favorably with that of Saskatchewan. When one hears dozens of settlers from as far south as Oklahoma, California and Texas praising the climate unstintedly and making light of the Peace River winter after several seasons' experience, he can only conclude that its rigors are not to be particularly dreaded.

At Athabasca Landing, which is too far east to experience any very marked effect of the Chinooks, was an Englishman who had lived for some years in Ontario and Ohio. His remark when told we were from the Banner Province was startling.

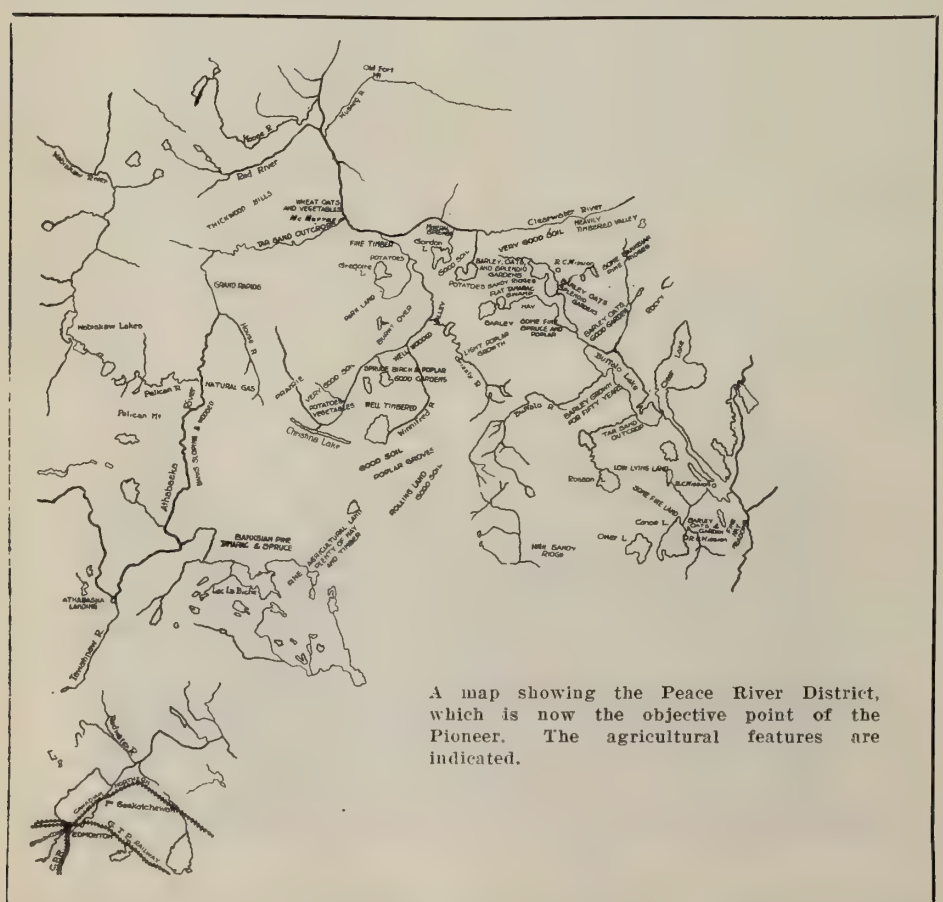
"The only thing I don't like about Ontario is that miserable climate."

"What, do you prefer this climate?"

"Yes, very much."

Markets? The markets of the Pacific will be the future outlet for our surplus produce and we shall be nearer to them than any other important area of the prairie. Besides the E. D. & B. C. Railway heading for Spirit River Prairie; the Canada Central branching toward the Crossing and the north side of the Peace; the Alberta and Great Waterways striking north-east from Edmonton to McMurray, and the C. N. R., projected from Edmonton through Grande Prairie, the G. T. P. and the C. P. R. both have proposed lines directed toward the Peace. The C. P. R. has bridged the Saskatchewan at Edmonton and erected a fine depot on the north side. A British Columbia railway is building up the Fraser Valley. This will give connection with Vancouver. Thus export outlets are only a question of time.

Meanwhile the influx of settlement and general development of the country have been affording remunerative prices. Beef by the carcass commands ten to sixteen cents a pound. Pork was, until recently, twenty cents, but is now fourteen to fifteen; butter, sixty cents a pound, and eggs fifty cents a dozen. Oats for feed and seed are thirty-five to fifty cents a bushel, and wheat $1.25 to $1.50. Food is dear, costing five cents a pound above Edson prices, but as it is usually purchased wholesale, meat being bought by the quarter and evaporated fruit taking the place of fresh or canned, the cost of provisioning a table is not, after all, so much higher than in the East.


Peace River
Athabasca River
Athabasca Landing
Edmonton
Grande Prairie
Pelican Mt
Swan Hills
Wabiskaw Lake
Smoky River
Dunvegan
Spirit River
Saskatchewan R.
Lac la Biche
Beaver R.
Clearwater River
Old Fort
Wheat, Oats and Vegetables
Fine Timber
Good Soil
Very Good Soil
Barley, Oats and Splendid Gardens
Potatoes
Natural Gas
Spruce, Birch & Poplar
Well Timbered
Rolling Land, Good Soil
Barley Grows for Fifty Years
Fine Timber & Good Soil
Barley, Oats and Potatoes
Good Soil, Poplar Grove
Barrow Fine Timber & Spruce
Agricultural Land Mostly Covered with Poplar and Timber
Fine Timber & Good Soil
Good Soil, Spruce, Poplar & Birch
Rich Land
Light Poplar Growth
Good Soil, Poplar Grove
Rolling Land, Good Soil
Fine Timber, Spruce and Poplar
Good Soil, Good Gardens
Good Soil, Potatoes, Vegetables
Light Poplar Growth
Good Soil, Poplar Grove
Rolling Land, Good Soil
Fine Timber, Spruce and Poplar
Good Soil, Good Gardens
Good Soil, Potatoes, Vegetables

Problems in Sheet Metal Work

IN this issue we show how to develop the pattern for the prongs of a three-prong tapering joint used where it is desired to carry off three smaller pipes from a large main, a perspective view being shown at Fig. 9.

Fig. 1 shows a plan view in which the large circle A-B-C represents the main pipe and B-O-C-S-D one of the prongs.

Fig. 2 shows one of the prongs in elevation; the line U-13 represents the width of diameter of the large pipe. The quarter circle U-X, the profile or elevation through 10-C of the plan.

The line X to 10 represents the mitre line. X-1-7-13 and 10 represents a side view in elevation of one of the prongs while Fig. 5 shows a half profile of the small end.

Fig. 6 is a diagram giving the true length of the solid lines.

Fig. 7 shows a true length of the dotted lines, while Fig. 8 shows the pattern for one-half of one prong, the other half being the same.

First draw the plan as follows:

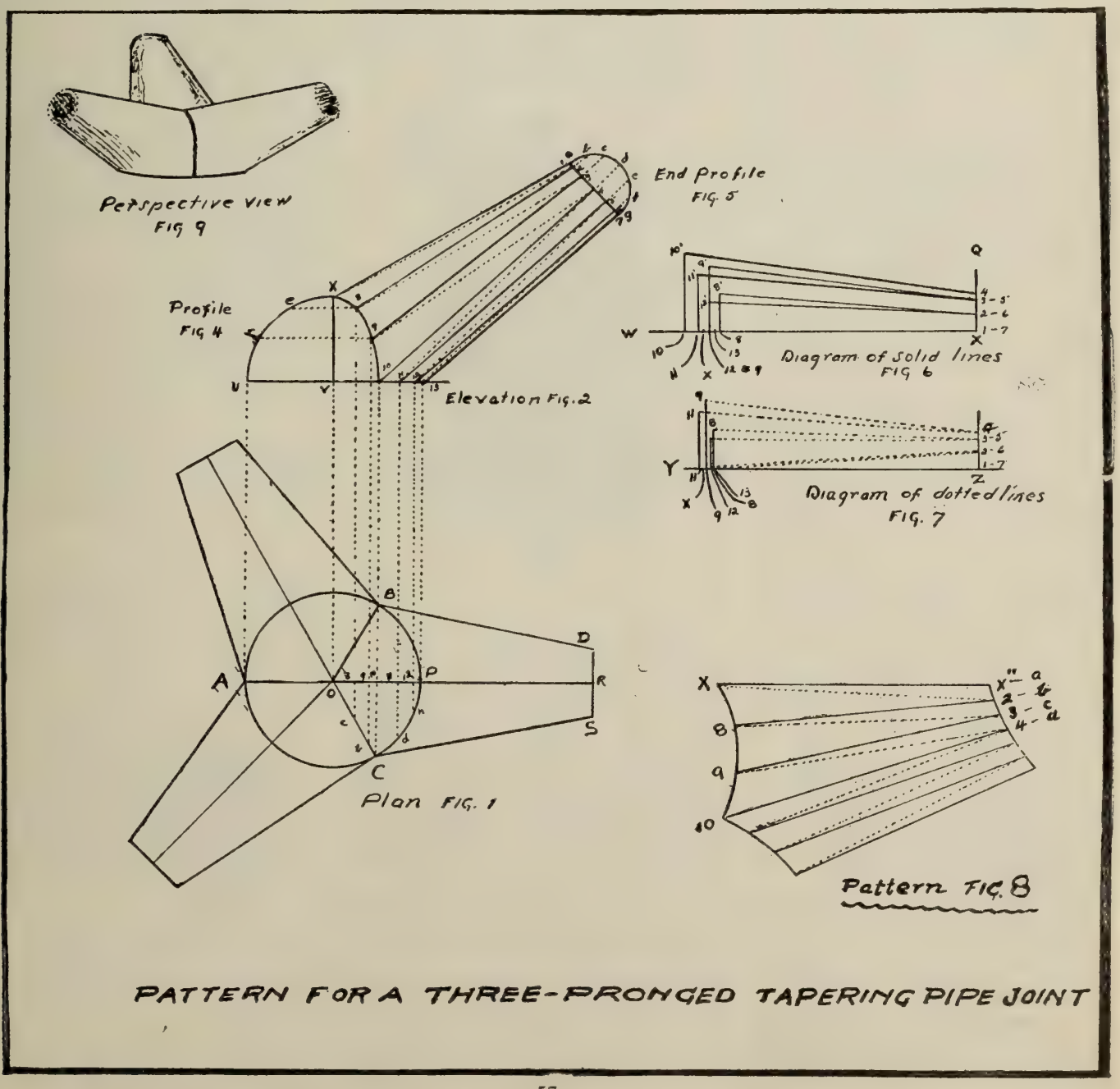
Draw the large circle the diameter of the large pipe.

Draw the horizontal line A-O-P-R representing the centre of one of the prongs.

Draw the line S-D at right angles to this and make it the desired diameter of the small end of the prongs.

Divide the half circle into three spaces locating points C and B, from which draw lines to the centre O and to the small ends O and S.

Project a dotted vertical line from Points A-O and P and at any convening distance above the plan draw the horizontal line U-V-13, Fig. 2, representing



the top of the large pipe where the prongs spring from.

At V erect the line V-X, making it equal to U-V.

Draw the quarter circle U-X.

Draw the arm of the prong Z-1-7-13 and at the small end draw a half circle, equal to the diameter of the small end.

Divide this half circle or end profile off into equal spaces and as shown by a-b-c-, etc., and carry lines at right angles to the line 1-7 from each of the points a-b-c, etc., to the line 1-7.

We now want to get the mitre line X-10-13, so we proceed as follows:

Divide the quarter circle U-X, Fig. 2, off into three equal spaces and letter same as shown by c-e.

Project horizontal dotted line from C and E through and past the centre line V-X.

Now take the distance that e is from the centre line V-X, and lay this off from O on the line O-C of Fig. 1 as shown by O-s.

Also lay off the distance from C to the line X-V as shown by O-C Fig. 1.

Project vertical lines from a and b, Fig. 1, until they meet the horizontal lines drawn from e to c, Fig. 2.

A line traced through these intersections from X to 10 gives the mitre line for the prongs to join each other.

Divide the curved line C-P of Fig. 1 into three equal spaces as shown by d and h.

Erect vertical lines from d and h until they meet the line U-13. This gives the mitre line where the prongs join the large pipe.

Now draw full or solid lines from each of the points on the mitre line to the points 1-2-3, etc., of Fig. 5.

Then draw dotted lines as shown.

Then draw the base line W-X, Fig. 6, and at X erect a perpendicular line X-Q on which from X lay off the distances that each of the points a-b-c-d, etc., of Fig. 5, are above the corresponding numbers 1-2-3-4, etc., of the line 1-7.

Now from X on the line X-W lay off spaces equal to each of the solid lines on the elevation. For instance set the dividers to the space X-1 of the elevation and transfer the space to the line X-W as shown by X-X.

Then the dividers must be set to the space 9-2 of the elevation and transfer to the line X-W as shown by X-S.

Transfer each of the other spaces until all the full or solid lines are transferred.

Now from each of these points erect a perpendicular line equal to the distance from the line O-P, Fig. 1, to the edge of the plan of profile as shown by the line O-a-b-c-d-h-P, Fig. 1.

For instance erect a perpendicular line from 10, Fig. 6, and make its height equal to 10-C, of Fig. 1, as shown by 10-10, and as the line 10 of the elevation runs to point at the end in a like manner, draw a full line from 10, Fig. 6 to point 4. This gives the true length of the line 1-4 of the elevation.

In a like manner find the true length of each of the other full lines.

Next develop the diagram of dotted lines in the same manner as the full lines.

The pattern is now developed the same as previous examples, the measurements for the small end being taken from a to g of the profile, Fig. 5, and for the large end from U to X, Fig. 4, for the mitre end to join the other prongs.

Then take measurements from C to P, Fig. 1, for the prong to join the large pipe.

Draw the line X-X of Fig. 8, representing the line X-I of the elevation.

Set the compass to the dotted line X-2, of Fig. 7, and with X as centre cut the arc drawn for X, locating the point 2 or b.

Then with the solid, line 2-8, of Fig. 6, and 2-Fig. 8, as centre swing an arc near X.

Then with U-C, Fig. 4, as radius and X Fig. 8, as centre cut the arc swung from 2 thus locating the point 8 of the pattern.

Continue this until the pattern is developed.

KEEPING TRACK OF DAILY SALES AND STOCK ON HAND.

(Continued from page 50.)

tween two points. Are you satisfied to have the total sales figured up of each clerk, cash and credit, and marked down on this record, or do you prefer to list each sales slip, for instance, Clerk No. 1.—Slip No. 1, .25; No. 2, .34; No. 3, .68, etc., total $75.63—for the day. The benefit of the latter method, of course, is that you have a complete record of each slip before your eyes, which will prevent any being used and not turned into the office.

As the slips come in through the cash carriers, or in any other way you may arrange, they are marked down by the bookkeeper on this large sheet, or, in the former case, they are put on separate files, added up and the total set down as one item under the clerk's number.

Diagram No. 1 shows a farm for keeping track of each sales slip and assigning each to its proper department; Diagram No. 2, a record of each clerk's total, by which a whole months' report can be kept on one sheet.

Where it is not denied to keep records by departments Diagram No. 1 would omit columns for Departments A, B, C, D, etc.

In nearly every store which is departmentized the clerk marks the letter of the department on the sales slip, if it is not printed on. Where a clerk goes from A to B or C, the leter of the department is marked opposite each item, for the information of the bookkeeper. In this way one slip often will contain amounts under A, B, C and D. In the larger stores where the clerks keep to their own departments each slip will be limited to that one department.

Stock Taking Once a Month.

Now then, let us analyze your stock. How do the classes work out? Are they in proportion to the Sales Supposing we take as a basis a month's Sales: We will suppose you know what your Sales are of every class of goods you are carrying. Now, go through your stock and if you have more than a sufficient supply, of any one kind, reduce it. A great deal can be done in this way and it will release capital that can be employed in extending the business in other channels. A good variety of stock is an advantage but never have too much of one kind; treat your stock in a scientific manner by comparing it with your Sales. Stock will increase and creep on you like a thief in the night unless you keep a searchlight on it all the time. Try and turn your stock over three to five times a year, and remember that you turn your stock over once when you clear out the original purchase. Therefore, if you keep an average stock of $5,000 and mark 40% profit on cost, your Sales will require to reach 7,000 before you turn your stock over once.

To get at the amount of your stock, approximately at the end of every month, charge up the purchases to the stock already on hand, then deduct your sales—allowing for the profit. The balance will be the stock on hand. This should be done every month in order to keep in touch with the stock you are carrying and its relation to your sales, for a study of this may prove to you that you must either reduce your stock or increase your sales.

A sample stock sheet is given here in which the amount on hand in a certain department at the beginning of the month was $15,000. The purchases during the month were $3,000, making a total of $18,000. However, sales were $4,000, but only 65 per cent. of this represents cost price—providing you marked these goods up so as to have a gross profit of 35 per cent. on the selling price—that is, $2,600. Deduct this from $18,000 leaving $15,400 stock on hand ir that department at the end of the month. If you find this total increasing to any extent, you had better slacken your buying and arrange to clear out some of your stock.

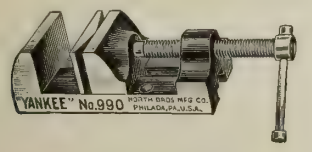
In concluding this article, I would point out that to make money and create a profitable business you must direct it skillfully yourself. You can get lots of people to do what you tell them, and to direct them profitably you must have every detail at your fingers' end; the more you dissect the details of your business, the better it will pay you.

New Goods Offered Canadian Hardwaremen

"YANKEE" VISE.

North Bros. Mfg. Co., Philadelphia, Pa., are offering the trade the new "Yankee" vise, No. 990 here illustrated. The vise is designed for use on "Yankee" bench drills or it can be attached to a bench separately.

The body and sliding jaw are of cast iron, accurately machined to hold work square, when used either flat or on sides. The sliding jaw has a T-shaped block screwed to its underside, sliding in



Yankee Vise.

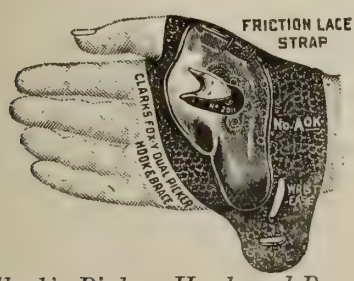
a T-shaped slot 9-16 inches wide, insuring parallel movement of the jaw.

A removable swivel jaw is provided to hold taper work, and is made of steel, case hardened. The stem has a friction spring to hold the jaw in position. The adjusting screw is of steel ½ inch diameter with ¾-inch head to receive sliding bar. The boss on the end of the body in which the screw works is ⅞ inches long. Two countersunk holes are provided in the base to screw the vise to the bench if desired.

The base of the vise is 6 inches long and 2⅜ inches wide. Extreme height 2 inches. The opening of the jaws, without the swivel jaw, is 3 inches, with the swivel jaw 2⅝ inches. Depth of jaws, 1⅜ inches. The weight of the vise is 3¾ pounds.

PICKER HOOK AND BRACE.

The accompanying illustration shows Clark's Fox-V. Dual Picker Hook and Brace No. A-OK., a new product of R. F. Clark, 54 W. Lake street, Chi-



Clark's Picker, Hook and Brace.

cago. It is claimed that the No. A-OK. fits any hand by opening or closing the narrow end of the steel. The friction strap under the thumb draws the leather and retains the shape of the hand, passes over the wrist and back to the buckle. A vertical lift of the strap in the buckle adjusts the comfort fitting grip and a perfect tension of the strap. The wrist ease opening makes it easy to toss the ear of the corn when it is picked without spraining the wrist.

CHICAGO GARAGE SPRING HINGE.

The Chicago Spring Butt Company of Chicago, with Eastern office and warehouse in New York, are placing on the market a garage spring hinge, which is said to be fully adapted to such requirements.

The illustration shown herewith exhibits the surface spring hinge, and it is also made for mortise application. This hinge is of very substantial construc-



Garage Spring Hinge.

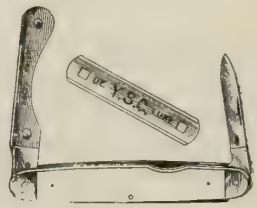
tion, and is equipped with a reverse action spring, so that when the doors are released they will swing open. This feature is very desirable in many cases where the doors are held closed with a chain bolt, the chain of which is extended over pulleys to some convenient location so that by merely pulling the chain the doors will swing open and be held open, thereby avoiding the possibility of the doors rebounding and swinging closed and causing a collision of the vehicle.

These hinges are made in two sizes, the first size having an 8-inch flange, and the second size a 12-inch flange. They are supplied in any finish required or to match other hardware.

This article, together with the Chicago garage door bolt and Chicago checking bumper and holder are convenient in connection with operating garage doors, and are shown in their catalogue, copy of which will be sent on request.

SAFETY RAZOR AND POCKET KNIFE.

A new safety razor, of British manufacture, is now being placed on the Canadian market by Solomon & Spiel-



Y.S.C. Knife.

mann, Montreal. It has double-edged blade, three-eighths of an inch wide and is made rigid by stretching tight like the string of a bow. The result is to give a cutting edge which it is claimed by the makers is superior to that of a hollow-ground razor. The Y. S. C., as the razor is named, has a novel adjustment. A milled head screw regulates the distance between the guard and the blade, which are always parallel to one another, so that the razor can be set for a very close shave without any possibility of the user cutting himself. It requires neither stropping, setting, taking apart, nor wiping after use. Each razor is packed in a neat case, accompanied with ten blades, and extra blades in packets of ten may be secured as desired.

There is also offered a Y. S. C. pocket knife with a special holder to which can



Y.S.C. Razor.

be attached the razor blades when they become too dull for a comfortable shave. The accompanying illustrations show the safety razor and the pocket knife.

Current News of the Hardware Trade

New Firms.

Toronto, Ont.—J. E. Trelford, who for a number of years was in business at Markdale, Ont., and his brother, C. H. Trelford, formerly with the McClary Mfg. Co. traveling staff out of Winnipeg, have commenced business under the name of the Trelford Hardware Co., 1036 St. Clair Ave., this city.

Business Changes.

Saskatoon—J. East iron works has suffered loss by fire.

Lipton, Sask.—B. Muscovitch has discontinued his hardware business.

Moore Park, Man.—J. Potwin has sold his hardware business to J. Rutley.

Toronto, Ont.—John Hodgin's hardware has been succeeded by Toms Bros.

Swift Current, Sask.—McCreary and Martin, dealers in electric supplies have dissolved partnership.

Laird, Sask.—C. L. Lang and G. W. Morden have purchased the hardware business formerly conducted by the Assiniboia Trust Co.

Victoria, B. C.—The Modern Plumbing & Heating Co. has been succeeded by the Western Plumbing and Heating Co.

Edmonton, Alta.—D. G. Ross has disposed of his business at 268 Kirkness St., Edmonton, to W. A. Hamill, who will continue the business as the Norwood Hardware Co.

Medicine Hat Radiators.

L. Cary Wright, formerly of Sauk Centre, Minnesota, has taken out a permit for a building to cost $35,000, which will house the manufacturing of radiators. Mr. Wright says that the factory will employ about 50 men when completed.

Increasing Capital.

The Steel Trough and Machine Co. are increasing the capital stock from $25,000 to $100,000.

Hall Zryd Foundry Co. are increasing capital stock from $75,000 to $250,000.

Foundry Changes Hands.

The foundry of A. Belanger, Montmagny, Que., has been taken over by A. Belanger, Ltd.

A Correction.

In a recent issue we inadvertently reported Gillian MacLean as succeeding Wm. McBride on Bloor St. West. The name should have read McBrien. T. J. McBride is still doing business at 520 Dundas St.

Ontario Incorporations.

Benjamin Wheel Co., Ltd., capitalized at $100,000; head office, Yarker, Ont.; to take over the Benjamin Mfg. Co. of Yarker and to manufacture and deal in wagons, carts, carriages, vehicles, etc.

Canadian Expansion Bolt Co., Ltd., capitalized at $40,000, head office, Toronto, to manufacture and deal in expansion bolts and appliances, hardware, etc. Incorporators: J. A. Kent, J. H. McDonald, E. W. Wright, G. P. Robinson, L. R. Zifferer.

Merchants' Syndicate Catalogue Co., Ltd., capitalized at $75,000; head office, Toronto; to manufacture and deal in all kinds of merchandise, household goods, utensils, groceries, etc. Incorporators: A. C. MacNaughton, C. W. Livingston, A. L. Shaver, W. G. Simpson, J. J. Ritchie, all of Toronto.

Demees Electroplating and Manufacturing Co., Ltd., capitalized at $40,000, head office Toronto; to engage in the business of electroplating and to manufacture plated goods, cutlery, silverware, etc. Incorporators: F. Demees, W. Casper, P. Melhorn, J. H. Barrett, O. E. Ziegler.

Favary Tire Co., Ltd., capitalized at $500,000; head office, Toronto; to manufacture and deal in machinery and supplies, tires for vehicles, cushions, cushion devices, etc. Incorporators: F. Kitching, F. V. Clisdell, A. W. Briggs, H. E. Grosch, E. M. Dillon, all of Toronto, and D. H. Arnott, R. J. Young, of London, Ont.

Elected Secretary.

F. M. Tobin, Woodstock, Ont., has been elected Secretary The Stove Manufacturers' Association. Mr. Tobin is also Secretary-Treas. Canadian Hardware Manufacturers' Exhibitors' Association.

Obituary.

Halifax, N. S.—The death took place recently of T. G. Egan, dealer in sporting goods.

St. John, N. B.—The death took place recently of George H. Waring, President and Manager Director Union Foundry and Machine Co.

Wheeler and Bain Catalogue.

Wheeler & Bain, Toronto, have issued their annual Spring catalogue of galvanized iron, roofing supplies, eavetroughs, corrugated pipes and elbows, corrugated sheets, skylights, cornices, galvanized iron sheets, tin plates, etc. The catalogue consists of 56 pages and is neatly gotten up.

Marriage of Londoner.

The marriage took place at Christ Church Cathedral, Hamilton, on April 22, of Miss Lydia Dunn, daughter of Mr. and Mrs. G. S. Dunn, to Norman Howden, of D. H. Howden & Co., wholesale hardware, London, Ont. Following the church ceremony a reception was held at the home of the bride's parents. Mr. and Mrs. Howden left for New York from whence they sailed for Antwerp.

Injured in Auto Accident.

Wallace Cowan, sales manager Rice-Lewis & Sons, Toronto and W. R. Wight, a traveler for the Sheet Metal Products Co., were seriously injured when an auto in which they were riding skidded into a street car on College Street, Toronto. The motor car was badly smashed and the two men were taken out in an unconscious condition. Both were removed to the General Hospital, and reports indicate that their chances for recovery are good.

Change of New York Offices.

P. & F. Corbin have consolidated the up-town and down-town offices, and have installed them in commodious quarters in the new Architects' Building at No. 101 Park Avenue, New York. The change was made primarily to secure a closer connection between the businesses of the two stores, and also to gain the advantages of a more central location and of more convenient quarters, neither of the two former offices being susceptible of expansion to contain the forces of both. The new offices are within two minutes' walk of the entrance to the Grand Central Station, where the subway, surface and elevated lines meet, and could hardly be easier of access from all parts of the city. The display rooms are a model of convenience and artistic arrangement, and are flooded with light. The entire effect is a most happy one, combining utility and beauty in an original and highly satisfactory manner.

Deliveries of goods are made from the warerooms at 98 Lafayette Street, but all business is conducted from the new offices in the Architects' Building. The former sales office at 106 Lafayette Street and the contract department office at 39 West 38th Street have been vacated, and the transfer to the new location has been made.

Western Notes.

Herbert Birch, represting Wood, Vallance, Ltd., Winnipeg, called on the Yorkton, Sask. trade, April 23.

W. C. Lawson, late with James White, Carberry Man., has joined the staff of F. S. Collacott, Yorkton, Sask.

Kay's, Yorkton, Sask., general merchants, are reported to be contemplating adding hardware to their stock.

The Westhaven Hardware Co., Saskatoon, Sask., whose stock was recently sold, had their premises burned before the stock could be moved.

Milton and Roy Moffat, of Moffat Bros., Champion, Alta., are in Pilot Mound, having been called there on account of the sickness of their mother, who is very seriously ill.

Hugh Broddfoot, a clerk in the employ of the Macoun Hardware Co., had a narrow escape when the hotel in which he was dining was destroyed at Macoun by an acetylene gas explosion and ten people killed.

STEEL CO. RE-ELECTS OFFICERS

Hamilton, April 27.—The annual meeting of the shareholders of the Steel Company of Canada was held this afternoon, when the following officers were re-elected: C. S. Wilcox, President; C. A. Birge, Vice-President; Robert Hobson, Vice-President and General Manager; Directors, Charles Alexander, Providence, R.I.; W. D. Mathews, Toronto; John Milne, William Southam, Hamilton; Sir Edmund Osler, Toronto; F. H. Whitton, Hon. William Gibson and Lloyd Harris, Brantford; S. H. Champ, Secretary-Treasurer.

The directors' report, which stated that last year was the best in the history of the company, was adopted.

English Firm Opens Plant Here.

All of the buildings of Armstrong-Whitworth Co., of Canada, have been erected at the company's new plant at Longueuil, across the St. Lawrence River from Montreal. Contracts have been let for all the tools and for the electrical machinery. Part of this has already been installed, and further installation of machinery will go on all summer. By the 1st of September it is expected that the plant will be ready to operate.

Armstrong-Whitworth, of Canada, will manufacture all the finer grades of tool steel, both carbon and high-speed. They will be made into twist drills, milling cutters, reamers, and special forgings to drawing. Among other uses their steel tools are used for surfacing and polishing the harder grades of stone.

The buildings of the company, which are now built, occupy about 55,000 square feet of floor space. With the exception of the boiler-room, they are all under one roof.

New Manufacturers' Agency.

A new firm of manufacturers' agents and importers have opened offices at 305 Read Building, Montreal. They are representatives for the following lines: W. & F. Walker's, Ltd., Liverpool, Eng., liquid disinfectants and blockettes; Price Fire & Waterproofing Co., Poughkeepsie, N. Y., waterproofing for canvas and concrete; T. & R. Boote, Burslem, Eng., plain and ornamental tiles; Rollaway Screen Co., Burlington, Vt., fly screens; Phoenix Metal Tile Co., Brooklyn, N. Y.; metal weather strip; I. X. L. structural steel paint; Ceresit Waterproofing Co., Chicago; and Cooper Oven Thermometer Co., Waterbury, Conn.

DEATH OF C. F. KULOW.

The death occurred recently at Pt. Colborne, Ont., of Carl F. Kulow, aged nineteen years, son of F. C. Kulow, dealer in stoves, tinware, plumbing, etc.



The late C. F. Kulow.

The late Mr. Kulow was associated in the business with his father, and had only been ill for nine days. Death resulted from appendicitis.

Personals.

G. F. H. Williamson, traveler for The Miller-Morse Hardware Co., Winnipeg, out of Brandon, Man., was married on April 8, to Miss Olive Moody.

Adolph Henry of Henry & Sons, Orono, underwent an operation for appendicitis at a Toronto hospital this week. Latest reports indicate that the operation was successful.

George Williams, of the Canadian Yale & Towne Co., who has been ill at the Royal Victoria Hospital, Montreal, continues to improve, and it is expected he will be able to leave the institution next week.

George F. Darr, of the Novelty Manufacturing Co., Jackson, Mich.; Raymond A. Catlin, Corbin Cabinet Lock Co., New Britain, Conn.; Mr. Partridge, of the Ox Fibre Brush Co., Frederick, Maryland; Lawrence H. Laythe, of Butterfield & Co., Rock Island, Que.; D. G. Smith, of Smith & Hemenway, New York; H. A. Croxall, of National Hardware Co., Orillia, Ont.; Mr. Haynes, of the Savage Arms Co., Utica, New York; Mr. Isbester, of Peck, Stow & Wilcox, Southington, Conn.; and H. W. Johnson, of the No Tarnish Co., Toronto, were calling on the trade in Montreal this week.

HARDWARE LETTER BOX



P. A. O. Sankey, Vancouver, B.C.—Please advise who handles Ronuk Polishes and Cook and Boulton's Floor Dressing.

Ronuk, Ltd., 53 Yonge St., Toronto, handles Ronuk Polishes and Cook & Boulton, 185 King E., Toronto, handle Cook & Boulton floor polishes.—Ed.

* * *

Devine & Legree, Renfrew, Ont.—Kindly advise who manufactures Buck ties, 1½ in. by 6 in. long.

A. B. Ormsby, Toronto, and Pedlar People, Oshawa and Toronto.—Ed.

* * *

P. I. Bentley, Millbrook, Ont.—"Can you give me names of manufacturers of aluminum hot water bottles?" Landers, Frary & Clark, New Britain, Conn. Canadian agents are A. McFarlane & Co., Coristine Building, Montreal.

* * *

R. H. Carson, Gorrie, Ont.—Can you let me know where I can get repairs for the New Era No. 9 stove.?

Can any of our readers supply this information?—Editor.

* * *

E. Boucher, St. Hyacinthe, P. Q.—"Can you give me the name of the distributers and manufacturers of Bown's Gauntlet Horse Clipper?"

Manufactured by W. Bown, Ltd., Birmingham, Eng. B. & S. H. Thompson, Montreal, are distributers for Canada.—Editor.

* * *

Jas. Simmonds, Ltd., Halifax, N.S.—"Kindly advise if you now where we could purchase Germantown Car Workers' Hatchets?"

Germantown Tool Works, Philadelphia.—Editor.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

The dull weather prevailing of late has had a tendency to make business rather slack with the retailers, although jobbers report a fair amount of business passing. Conditions in the metal markets remain unchanged and only a small amount of business is being done. The arrival of brighter and warmer weather will stimulate business and the retail trade appears optimistic regarding the outlook for future business. In the paint markets trade is holding up well. Turpentine has declined in price.

Lead and oil remain unchanged. The opening of navigation is enabling many of the jobbers to ship orders which had been booked for delivery by the water route.

MONTREAL.

MONTREAL, April 29.—The jobbers report that business has been rather better lately, and with the opening of navigation there has been quite a lot of activity in getting shipments away to up and down river points. The retailers have not been as busy as they usually are at this time of the year, however, and this may be put down almost entirely to the cold and unseasonable weather. To-day weather conditions are anything but spring-like, with a cloudy sky and snow in the air. It certainly is not the kind of weather that will make people think of buying gardening tools, ice cream freezers, refrigerators, or paints for exterior work. This state of affairs can hardly continue much longer, though, and it is altogether likely that the next few weeks will see an extraordinary demand for seasonable goods. Prices have not changed to any extent in the past week, the only quotation affected being a decline of 50 cents in antimony. All the metal markets are weaker, except lead, which is reported firmer.

Builders' Hardware.

There has been a better movement lately of low-priced inside lock sets for local trade. The large amount of cheap construction work, coupled with the fact that revised prices are offered, has contributed to this.

Electrical Goods.

Electric utilities, such as irons, toasters, boilers, etc., have been in better demand of late. This is a good time for the retailer to push these lines.

Summer Goods.

While the unseasonable weather has interfered with the sale of such lines as lawn mowers, lawn rollers, sprinklers and garden tools, etc., many retailers are bringing these goods to the attention of their customers as prominently as possible through special window and interior displays. There will be a marked demand for them from this time forward.

Screws and Nails.

There has been no change in prices, but the sales have been quite satisfactory. There has been some talk of an advance in wire nails, but thus far there are no developments.

Lead and Lead Waste Pipe.

This market is much firmer, but no change has yet been made in the quotations of 7½ and 9 cents per pound for lead and lead waste pipe. There is an unsettled feeling, and it would not be surprising to see a change at any time.

Metals.

Weakness characterizes nearly all the departments of the metal business. Tin, while higher in London to-day, is weak here, and the price of 42½ to 43 cents still remains. Spelter is weak, with quotation of $6 to $6.25 unchanged. Copper is still quoted at $16.50, with a fair amount of business. Antimony, which has been weak for some time, dropped 50 cents this week, and is now offered for $8.50. This price could be shaded for quantities. Iron shares the general weakness, but the quotation of the last few weeks, $19 per 100, is unchanged.

TORONTO.

TORONTO, April 29.—Conditions have not changed to any extent during the past week and the volume of business passing is if anything a little larger than that of the previous week, due principally to the fact that the season is well advanced and that retailers are looking for better business during the next two or three weeks. The weather of late has been dull and cool and this has had a bad effect on business.

The Metal Markets.

There is no change in the general situation of the metal markets and business continues to lag. Pig lead has advanced ¼ cent per pound, and a scarcity has developed. Stocks at Toronto are bare. Copper remains firm and unchanged. Tin is down ½ cent per pound, and has reached a low level. Some Toronto merchants are inclined to believe that an advance will take place in the near future. Pig iron and spelter remain unchanged. The ruling quotations in Toronto at present are:—Tin, 38¾c to 41c lb.; lead, $4.85 to $5 per 100 lbs.; copper, 15½c to 16½c lb.; antimony, 8¾c to 9c lb.; zinc, 5½c to 6c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 11½c to 14c lb.; half-and-half solder, 24c to 26c lb.; pattern aluminum, 23c to 24c lb.; ingot aluminum, 19c to 20c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 22¼c lb.; wire solder, 27c.; tinkers' bar solder, 28c lb.; lead wool, 8c lb.

Rope, Twine, etc.

Business in rope, twine, etc, continues to improve. Although business has been rather backward, dealers in this line are hopeful and expect to do a very fair amount of business this year. The following prices are being quoted:—

Best Pure Manila	15c lb. base.
British Manila	11c lb. base.
African Hemp	11c lb. base.
Sisal Rope	10½c base.
Lath Yarn Single	9¾c lb.
Lath Yarn Double	10¼c lb.

Other lines are shown in Current Market Quotations.

Binder twine prices are:—650 ft. twine, 13½c lb.; 600-ft. twine, 11c lb.; 550-ft twine, 9¾c lb.; 500-ft. twine, 9¼c lb.; ⅛c per lb. allowance on 5 tons and over; ¼c lb. allowance on 10 tons and over; delivery allowed on 300 lbs. and over.

Recent cables from Manila reported the primary market as strong, with higher prices expected. The main sustaining influence is the scarcity of intermediate grades, though the Mexican war also stiffens sellers' ideas. No blockade of the ports has, however, as yet been ordered and sisal can still be exported. The quotation of the latter was still 5¼c. Istle was dull at the basis of former prices, which are, however, nominal.

Nothing was said on jute and in view of the fact that the season is over business is naturally dull. There are tentative offers on new crop.

Nails, Wire, etc.

There is a very good demand for wire fencing, poultry netting, etc. Screen wire is also moving in fair quantities, quotations remain the same as shown in Current Market Quotations. Wire nails are still quoted at $2.10 base, but orders for future delivery are not being accepted at this price. The advance predicted has not yet materialized but some of the jobbers are still of the opinion that an advance will take place. One of the chief reasons for the continued low prices on many lines of goods is that business has not been any too brisk and price-cutting has been very much in evidence.

Bar Iron.

Toronto hardware jobbers quote bar iron at $2.00 base, F.O.B. Toronto, and $1.90 base F.O.B. factory.

Stoves, Ranges, etc.

Business in the stove trade is rather quiet with the exception of gas ranges, oil and gasoline stoves, for which there is a good demand. The approach of warm weather has caused a good demand for summer stoves. Household goods, woodenware, enamelware, tinware, etc., are in fair demand at unchanged prices.

Refrigerators, sprinklers, etc., are beginning to move and although the demand is not heavy at present, it will improve as the season advances.

WINNIPEG.

Winnipeg, April 28.—The week has seen very little change in hardware conditions. Cold weather continues, and is having the same tendency to hold back trade in some of the lines. It is to be hoped that a good deal warmer weather will come within the next few days, otherwise the clean-up, paint-up campaign, which has taken hold remarkably well, will be rendered somewhat less effective.

Despite the weather, however, a fairly large volume of orders are being received. Builders' hardware lines even have commenced to move, though it is not expected that the heavy buying in this line will begin for another two or three weeks.

Old Timer's Views on Weather.

The influence which the continued cold weather will have on future buying, is naturally a matter of great interest. An old timer who was calling upon one of the stove dealers this week, states that the cold weather indicates a splendid crop. This has seemed to be the rule in the West. One hardwareman recalls a remarkably late season 12 years ago when there was a greater percentage of No. 1 hard, than for many seasons previous or since.

It seems that conditions in all sections of the West are not the same. One sales manager who has been checking over his travelers' results, advised Hardware and Metal that some of these showed considerable advances over the same period in 1913. Others showed losses. This man, however, has found conditions on the whole fairly satisfactory.

Pushing Cash Lines.

One influence the year is bringing is a turn towards cash business—or a near cash business—on the part of very many dealers. The dealers apparently are determined to take few chances this year. They are selling only when they get the money, or to people whom experience has shown them are good for the money.

HARDWAREMEN MEET DOMINION BOARD.

The Dominion Board of the Retail Merchants' Association held a two-day conference at Toronto this week. On Wednesday afternoon a committee of the Ontario Retail Hardware and Stove Dealers' Association composed of Messrs. Caslor and Wrigley, Toronto; MacNab, of Orillia; McGregor, of Oakville, held a conference with the Dominion Board, with reference to the proposed affiliation of the Retail Hardware Association and the Retail Merchants' Association. The principal topic discussed was the financial conditions of the latter association. F. M. Tobin, secretary-treasurer Canadian Hardware Manufacturers Exhibitors' Association was also present and addressed the meeting. Mr. Tobin advised the various Associations to get together and pointed out that in union there was strength. President Macpherson, of the O.R.H. & S.D.A. was unavoidably absent.

It is noticeable that lines regularly selling for cash are being pushed even harder this year than usually. The demand for sporting goods is only commencing, but already indications are that the season will be a better one than was 1913. This, of course, is regularly a cash business, and the dealers are playing up the line prominently.

No Price Changes Recorded.

The week has seen no variation in prices. Nor does it now seem likely that any further changes will come for some little time. The recent reductions seem to have placed most lines on a footing where they will remain perhaps for a month or two.

The large buying of poultry netting, barbed wire, and fencing continues. The week has seen much larger demand for screened doors, wire netting, etc., dealers are evidently anxious to bring their stock of these goods up to the proper point before the real warm weather brings the heavy demand. For heavy hardware there is a good call. Also the week has seen some substantial orders placed for builders' hardware. Building, however, will have to advance materially before the demand for this line will be much greater. That a big demand will be felt in Winnipeg city is not to be doubted—for the building permits to date have established a record, and an unusual percentage of these permits are for dwellings and apartment houses.

Painting the Vogue.

The stove business remains quiet. For refrigerators, however, a strong demand is beginning to be felt. It seems likely that there will be big activity in this line in the next week or so. Early in May many of the contracts for ice commence.

For paint a very satisfactory demand is noted. It is evident that the clean-up paint-up campaign, which has been entered into so heartily throughout the West, is stimulating the call. It is not only new houses which will be painted this year, but old houses which will be re-decorated, and veranda floors which will be re-painted.

A representative of Hardware and Metal called at many points in Saskatchewan last week and reports that in Saskatchewan, hardwaremen are doing a big business with the farmers in spring supplies. Reference to the books of a Yorkton merchant showed that the chief demand was for the following: Oil and gasoline stoves, bolts, nuts and washers, horse-clipping machines, and batteries for gasoline engines, whiffletrees, wrenches, bar iron, and other blacksmith supplies.

Two weeks ago when the farmers were preparing for seeding and plowing, hardwaremen were kept busy supplying demands for hardware required to get machinery, etc., ready for this event. There is a brisk demand for paint and varnishes, but this is coming mainly from the people in the cities, rather than from farmers. Business in paint in Saskatchewan seems to be quite up to former years.

The demand for enamelware in some of the Saskatchewan towns is falling off a little, and has been doing so for some year. One reason given for this by a Yorkton merchant is that much of this trade was with foreigners employed on railway construction, sometimes 50 to 60 miles away, who have disappeared as the railways have been completed.

Quotations on Furs.

Toronto fur dealers are quoting the following prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

MONTREAL CLEAN-UP CAMPAIGN.

The project for a "clean-up and paint-up week" in Montreal, which was launched several weeks ago by Frederick Abraham, honorary president of the Montreal Publicity Association, is assuming proportions that the promoter says is far beyond his expectations.

On every hand the campaign has been taken up by individuals and organizations that it was not possible to interest at the outset.

Practically all the civic departments are lined up for the clean-up week. The Health Department and Fire Department were among those to first offer their services and co-operation, and now Mayor Martin has issued an appeal to the citizens to prepare for a clean-up week, fixing the date as May 18th to 23rd. This should insure a much cleaner-looking city for the holiday on May 24th. The Mayor has also given instructions to the incineration department to take all steps to have the clean-up days made a thorough success.

The Montreal Tramways Co. is one of the latest, and perhaps one of the strongest, supporters that have rallied to the banner of the movement. They have agreed to put on the cars a banner proclaiming that "this is clean-up week," or some similar design, to attract the attention of every citizen to the movement. They have also agreed to give assistance in the removal of garbage, and are placing at the disposal of the clean-up organization their entire truck service for conveying the dirt to their own dumps. They will erect additional and modern dumps to provide a ten-minute service of twenty-ton capacity.

That the women are taking a keen interest in the campaign is evidenced by the fact that the Local Council of Women, the National Federation of Women, and the Montreal Women's Club have indorsed the movement, and are working heartily for its success.

Many pamphlets are being distributed, printed in English, French, Polish, Italian and Yiddish, so that practically every citizen, whatever his nationality, will be informed of what is being done and co-operation solicited.

Subscriptions and letters are coming in from all sides, indorsing the movement, and showing practical support. The majority of the merchants in the city are being canvassed by the committee appointed for that purpose, and a very general interest is being taken by manufacturers, wholesalers and retailers through financial support and promises of hearty co-operation in every way possible.

Letters to the Editor

ANOTHER WESTERNER.

Forgan, Sask., Apr. 15, 1914.

Editor, Hardware and Metal,
Toronto.

Dear Sir,—I was glad to see Manitoba Subscriber's letter in Hardware and Metal. It shows that there are a few hardwaremen alive to the unfair condition of things.

I do not agree with him, however, that a boycott of the manufacturers concerned would not be successful. I rather think it would be. Take the following lines:

Tank pumps, oil stoves, graniteware, and tinware, guns and rifles, screw plates, stocks and dies, dry cells, etc.

Eaton's could not begin to take their whole output. These manufacturers depend on the thousands of hardwaremen in this country.

Let every hardwareman refuse to handle them. There are other makes just as good, and just as good sellers.

When the traveler calls on you, put it up to him plainly why you refuse to buy these lines.

What is the Retailers' Association doing along this line?

Why should not Mail Order Houses pay a tax in every village and town, in which they do business?

They are the only people that do not.

Western Hardwareman.

THE FLY MENACE.

Saskatoon, Sask. — Civic authorities here as in every other western centre are taking every energetic means to educate the general public to the significance of the fly menace. Lectures are being delivered in schools and elsewhere, and much official literature distributed. The main aim is to teach people to fear the fly and to look upon it as an abominable and deadly vehicle of disease and death, and, therefore, a thing to be exterminated as a matter of self-preservation.

SUBJECTS AND SPEAKERS FOR ALBERTA CONVENTION.

(Continued from page 39.)

Alberta to keep up the good example that had been set by her sister provinces in obtaining legislation, both Dominion and Provincial, and pushing forward the claims of the retail trade for more equitable consideration in regard to municipal by-laws and regulations. There is no doubt that Alberta has a commercial future so immense, it is hard to predict, and the members of the R.M.A., were given to understand that, although they were one of the youngest provinces, it was for them to keep right up to the mark in progress.

A few of the matters to be discussed at the convention are:—Establishment of a small debts court, transient traders and peddlers, abolition of weights and measures inspection fees, early closing legislation, co-operative stores, mail order house, wholesalers' selling direct to consumers, public markets, pure food law, and taxation of retail businesses.

Among the speakers and the subjects they are handling are:—Major Duncan Stuart, "The Small Debts Court and its Relation to the Farmer;" C. L. Carter (Canadian Credit Men's Association) on, "Credit—Its Use and Abuse;" R. J. Deachman, "The Local Newspaper and Retail Trade;" Norman H. Rankin (President Ad. Club) "Advertising;" Dr. Mahood (Medical Officer of Health) "Pure Food Law."

One of the most unusual and interesting features in connection with this convention will be an exhibition which is being given in the basement of the hall where the convention is held, by the manufacturers and wholesalers of Calgary, who are showing their products and giving interesting demonstrations. This exhibition will be open to the delegates on Monday and Tuesday, and on Wednesday will be thrown open to the public.

BIG SELLING EVENT.

(Continued from page 51.)

a dollar bargain, the best teams of horses, etc. Merchants who had been in business for 20 years said they never had had a better day.

Galt had a good time on February 26, and St. Catharines on Thursday, March 19, and Ingersoll, Saturday, March 7. Brockville and Paris selected the same day, Tuesday, March 24.

In nearly every case the calling together of the merchants to make arrangements has been done by one of the daily papers. In a few cases the paper has taken charge of the general publicity work, posters, streamers, etc., charging a small advance in regular advertising rates to cover this expense.

You've Seen Our Ads.

There's no hiding the Martin-Senour advertisements this year—they stand right out in the best Farm Papers, Religious Publications, Magazines, etc., all through Canada—working hard for our dealers. Write Montreal office to-day for our special newsdealer's proposition.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

The Berry Brothers trade-mark protects you against selling inferior varnishes. It is your customer's assurance that you are selling him meritorious varnishes. Every can of Berry Brothers' Varnishes that goes over your counter adds to your reputation and means lasting satisfaction for your customer.

Back of this trade-mark is a reputation of over fifty years for high-grade varnishes. This reputation helps you to sell Berry Brothers' Varnishes.

You can push Berry Brothers' Varnishes, build up a trade on them with the assurance that it is permanent. It means that you are backed by the largest varnish makers in the world. The demand for Berry Brothers' Varnishes is sure, steady and reliable.

Sell Berry Brothers' Varnishes. Write us for more information.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858.

WALKERVILLE, ONTARIO

Weekly Market Report---Paints

MONTREAL.

MONTREAL, April 29.—The volume of business through the jobbers has been very satisfactory. One manufacturer stated their orders were considerably ahead of last year, and he added, "Last year at this time business was mighty good too." While the jobbers and manufacturers are busy filling orders, the same does not apply to such a large extent with retailers. The backward weather this spring has delayed sales to a very large extent. It needs bright sunshiny days to make the people get the real "brighten-up" spirit. The movement for a "clean-up and paint-up" week, however, is growing apace, and as the date has now been fixed for Montreal for the 18th to the 23rd of May, there will doubtless be a big demand on the retail trade from this time on. Navigation on the St. Lawrence opened this week, and there has been a busy time with the wholesale houses in getting goods shipped to outside points. Collections are fairly good, but not as satisfactory as could be wished.

White Lead.

The demand continues good, with prices unchanged. The quotations are: $8.05 per 100 for ton lots; $8.25 for less than ton lots; and open prices for quantities.

Linseed Oil.

Prices are unchanged since last report, and business is fairly steady. The ruling quotations are as follows:—

Raw Linseed—

1 to 4 barrels	62c per gal.
5 to 9 barrels	61c per gal.
10 to 25 barrels	60c per gal.

Boiled Linseed Oil—

1 to 4 barrels	65c per gal.
5 to 9 barrels	64c per gal.
10 to 25 barrels	63c per gal.

With open prices for carload lots.

Turpentine.

There has been a very good sale for turpentine, and in consequence several jobbers report that their stocks are exhausted. Prices are a little easier than last week, and quotations are now given as follows:—

5 gallons	70
Half-barrels	66
1 barrel	65
2-4 barrels	64
5-10 barrels	63

Gasoline.

The sales of gasoline have increased to a considerable extent lately. The opening of navigation contributed to this end, and the fact that automobiles which were laid up for the winter are now in use again has also been a factor in the larger demand. Lubricating oils have also been moving freely. Prices for gasoline are:—

Barrels, in wood	23c	gallon.
In steel and drums	20c	"
Tank wagon (100 gals.)	19½c	"

TORONTO.

TORONTO, April 26.—Some of the Toronto manufacturers and jobbers report that business is exceptionally good and others report that business has slackened off and is rather quiet. It appears as though the firms that are working the hardest for business are securing the largest share. All will agree that business is harder to secure this year than last, but still there is a large amount of business to be secured for the people who go after it. The same rule applies to the retailer. The "Clean Up and Paint Up" movement has stimulated business to a great extent and many retailers are making splendid efforts to stir up enthusiasm in their respective towns and cities. The movement secured a splendid reception, and now that it has started it will no doubt become an annual affair. Next year the publicity end of the movement will be started earlier in the season.

Big Decline in Turpentine.

As reported in last week's issue, the turpentine market has become very weak and a further decline has taken place at Toronto. The decline this week has been 4 cents per gallon. A report from New York states:—

"There is an easier tone to the local market for naval stores, reflecting the situation in Savannah, where larger receipts caused a reactionary tone. The demand was rather quiet as usual at the week-end, the weather, moreover, being unfavorable for activity. The dealers are hoping for a spell of fair days which will stimulate the painting demand.

On the spot turpentine was quoted at 46c, with no special interest manifested in the article. There were few sales of round lots noted.

There was shading of turpentine locally and 45½c, it was said, might be done on actual business.

Tar was quiet and unchanged at the basis of $7 for kiln burned and 25c less for retort. Pitch was repeated at $4.

Rosins were nominally repeated for all grades, there being a small inquiry for current needs. Common to good strained was held at $4.10."

Toronto quotations are now as follows:—

Single barrels	65c per Imp. gal.
2 to 4 barrels	64c per Imp. gal.
5 gallon lots	72c per Imp. gal.

Linseed Oil.

There has been some shading of prices in linseed oil at Toronto, and although the ruling price is the same as reported last week, the local market is exhibiting weakness. Ruling quotations are:—

Raw Linseed Oil—

Single barrels	65c gallon
3 to 5 barrels	63c gallon.
6 to 9 barrels	61c gallon.

Boiled Linseed Oil—

Single barrels	68c gallon.
3 to 5 barrels	66c gallon.
6 to 9 barrels	64c gallon.

Oil in less than barrel lots, 7 cents per gallon. Cans are charged at: 5-gal. cans, 50 cents each; 10-gal., 75c each.

White Lead.

Lead is in fair demand at the following prices:—

Less than ton lots	$8.40 per 100 lbs.
Ton lots	8.20 per 100 lbs.

For larger quantities prices are open.

Glass and Putty.

Quotations on glass and putty remain the same as shown in Current Market Quotations. There are rumors of price changes in glass but nothing will be done before next week. Business in the cities is quiet, but there are many inquiries from the small towns.

Gasoline and Benzine.

Gasoline and turpentine have been reduced in price. New quotations are shown in Current Quotations.

SELLING PAINT AND BRUSHES THROUGH GLASS.

(Continued from page 45.)

has a real commercial value, and if used will be one of the principal elements in the making of your success. If you have not the gift, try to hire a clerk who has it and can trim the window in addition to his other duties.

Your windows give you and your salesmen a chance to show invention, good taste and enterprise. Perhaps you have more of the three than you think you have. Put your faculties to work. Try a paint window now and endeavor to make your show window help in a large degree to make the month of May this year, the greatest paint month in the history of your business.

It attracts the big trade



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19½c
Pattern, lb. ..... 23 c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz.....	9 00	
Samson single bit, handled, doz.	12 50	
Samson double bit, doz...	12 50	
Samson flooring axes No. 2, doz.	9 00	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless. Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3, Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 20½c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS.

	Lb.	
Springs, sheets, up to 20 gauge	0 26	
Rods, base ½ to 1 in. round	0 22	
Tubing, seamless base	0 25	
Tubing, iron pipe size, 1 in. base	0 25	
Copper tubing, 4 cents extra.		
Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz. ..	4 00
Without rim, 18x28, doz. ..	4 50
Without rim, 20x30, doz. ..	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash).

	Per doz.
Glass, doz.	3 50
Enameled, doz., net	3 50
Pony	$1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass) ..	3 50
Western King (Enamel) ..	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

	Per yard.
40 inches, 7 oz.	0 05¼
40 inches, 8 oz.	0 05½
40 inches, 10 oz.	0 06¾

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz....	2 70
2 gal. jacketted, per doz....	3 60
3 gal. jacketted, per doz....	4 20
5 gal. jacketted, per doz....	4 80
10 gal. jacketted, per doz...	8 40

CEMENT AND FIREBRICK.

Portland, per bbl., Delivered	1 63	
Less than carload lots	1 85	
Portland, per bbl., carload lots, f.o.b.	1 55	
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000 .....23 00		28 00
Fire brick, English..17 00		21 00
Fire brick, American, low 23 00		25 00
Fire brick, American, high 27 50		31 00
Fire clay (Scotch), net ton	5 50	
Fire clay (American), net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., per lb... 0 05
25 lb. tins, per doz., per lb.. 0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.)..	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.....	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
Malleable adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C..	18 00
Cadillac Electric, Model D..	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER.

	Montreal. per 100 lbs.	Toronto. per 100 lbs.
Casting ingot $16 50		.....
Cut lengths, round bars, ½ to 2 in....	....	27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.	....	29 50
Copper sheet, tinned, 14x60, 14 oz.	....	30 50
Copper sheet, planished, 14x60, base .	....	37 50
Braziers', in sheets, 6 x 4	....	29 50

CORD (SASH).

No. 6 and No. 7, lb..... 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

CRATES.

Humpty-Dumpty, egg, doz 3 75

(CANADA) PLATES.

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo	D. Crown	Corbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. Famous (equal Bradley).

	Per box
I C, 14x20 base....	$7 00
I X, 14x20 base....	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base....	7 00	7 00
I X, 14x20 base....	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base.	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base....	4 50
20x28, double box.	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin	9 40

Are You Doing A Good, Profitable Paint Business?

If not, you should find out the reason why. Perhaps you are not handling a profitable line, or perhaps it is a line that does not satisfy your customers. If so, you should make a change.

Jamieson's Pure Prepared Paints

allow you a good profit, and the absolute purity makes satisfied customers and brings repeat orders.

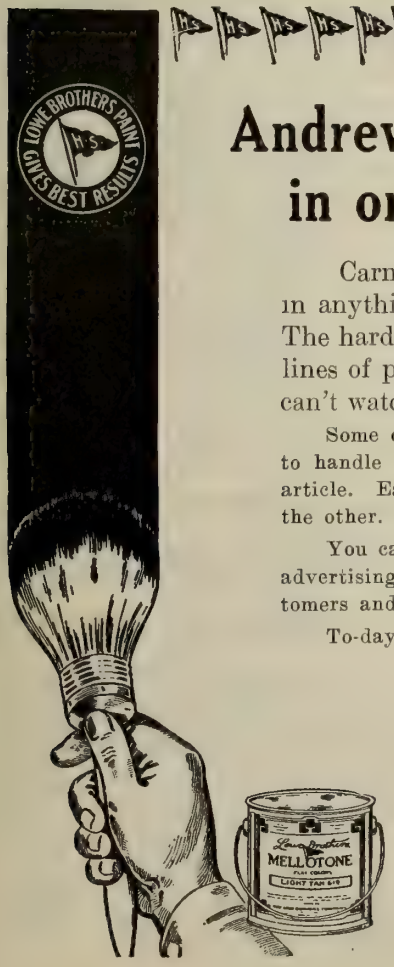
These are the two important points that build up a profitable paint business.

R. C. Jamieson & Company, Limited

Owning and Operating P. D. Dods & Co., Ltd.

Established 1858

MONTREAL **VANCOUVER**



Andrew Carnegie said: "Put all your eggs in one basket and watch that basket."

Carnegie was master of just one business—steel making. He didn't dabble in anything else. He made steel right and steel made millions for Carnegie. The hardware man who clutters up his paint department with a dozen different lines of paints, varnishes, stains, enamels, etc., is using too many baskets. He can't watch 'em all.

Some of the most progressive dealers in Canada are mighty glad to-day they decided to handle the Lowe Bros. complete line. There is "High Standard" quality in every article. Each one helps the other. Our whole reputation is just as much behind one as the other.

You carry one-third smaller stock; you get simpler accounting and bigger cumulative advertising value along with simplified work on the selling end. You get satisfied customers and increased business. Let's tell you more about it.

To-day is the day to write us.

Lowe Brothers LIMITED
TORONTO

Lyon-Monkhouse, Limited
Winnipeg

Johnson Paint & Varnish Co., Limited
Vancouver

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES.
7½c per lb.

CROWBARS.
4½c per lb.

D

DOORS, SCREEN.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.
Yarmouth Double Filled.

29-inch, 7 oz.	0 17¾
29-inch, 8 oz.	0 19½
29-inch, 10 oz.	0 24½
29-inch, 12 oz.	0 29½

Standard Single Filled.

29-inch, 6 oz.	0 12½
29-inch, 7 oz.	0 14
29-inch, 8 oz.	0 15½
29-inch, 9 oz.	0 17½
29-inch, 10 oz.	0 19½
29-inch, 12 oz.	0 23¼
29-inch, 15 oz.	0 32

E

EAVETROUGHS.

10 inch, in 10 ft. lengths....	3 30
12 inch, in 10 ft. lengths	3 88
15 inch, in 10 ft. lengths....	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American..	75
Kearney and Foot, Arcade.	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart,	6 65
16 quart, each	9 35

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 22c. gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb...	0 16¼	0 17¾
250-lb. casks, lb..	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb..	0 17½	0 19
25-lb. drums, lb..	0 17¾	0 19½
1-lb. pack., lb...	0 19¾	0 21¼
½-lb. pack., lb. .	0 21¾	0 23¼
1-lb. tins, lb.....	0 20¾	0 22¼
½-lb. tins, lb.....	....	0 24¾

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.....	4 00
Leather, 1½-in., per doz..	5 20
Web	2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1.....	$13 13
Samson shingle, No. 2.....	14 20
Samson claw, No. 1.....	15 10
Samson claw, No. 2.....	15 70

HAMMERS.

Tack, iron, doz.	$0 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
Adze hickory handle, lb....	6 25
Adze straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.....	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs.. 4 00
Over 12 in., per 100 lbs.. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9 00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges. 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.
Competition ..... 70 5 p.c.
Corrugated, ½ in., ft.... 0 [illegible]½
Corrugated, ¾ in., ft.... 0 [illegible]
500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.
Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set ... [illegible]

	Special.	
Stearns wood track	....	9 00
Zenith	....	6 60
Atlas, steel covered..	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 90
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, doz. sets.	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers ...	....	6 25
Storm King rail	....	4 25
Crown	....	4 55
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES.
Fork, 45 per cent.

HOES.
Grub, 3½-lb., $4.00 doz.

HOOKS (CONDUCTOR).

Never-slip, 2 in., 1½ lbs., per doz. net	$0 30
Never-slip, 3 in., 3 lbs., per doz. net	0 45
Never-slip, 4 in., 4 lbs., per doz. net	0 60
Never-slip, 5 in., 5½ lbs., per doz. net	0 80
Hinged, 2 in., 2½ lbs., per doz. net	0 50
Hinged, 3 in., 3 lbs., per doz. net	0 65
Hinged, 4 in., 5 lbs., per doz. net	0 90
Hinged, 5 in., 6 lbs., per doz. net	1 10

I

IRON AND STEEL.

Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel..	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel ...	0 15	0 15
Shoe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 08
High speed	0 65	0 65
Capital tool steel..	0 50	....
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel..	0 06½	....
Silver tool steel...	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch ..	....	0 06½
1 7-16 to 3 inch....	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad Irons, common, plain.	5 00
Sad irons, common, plated.	5 50
Asbestos, per set	1 50

L

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and 20c ft.	
Chair Ladders, each $2 00	

(Roped Extension.)

20 ft. $3 00	42 ft. ....$	7 95	
22 ft. 3 30	44 ft.	8 36	
24 ft. 3 60	46 ft.	8 74	
26 ft. 3 90	48 ft.	9 12	
28 ft. 4 20	50 ft.	9 50	
30 ft. 4 50	52 ft.	11 44	
32 ft. 4 80	54 ft.	11 88	
34 ft. 5 78	56 ft.	12 32	
36 ft. 6 12	58 ft.	12 76	
38 ft. 6 46	60 ft.	13 20	
40 ft. 6 80			

(Common Extension.)

20 ft., each	$2 00
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain .....,	5 00
Shelf-lock .....12c ft.	
Extra Heavy .....25c ft.	
26 ft. .... 3 90 48 ft.	9 12
30	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz...	7 00
Japanned cold blast, doz...	7 50
Brass, well japanned, doz..	9 25
All brass, doz.	24 00
Cold blast globes, doz.....	0 50
Prism globes, doz.	1 20

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail), 100 lbs.	5 00	4 85
Imported pig, per 100 lbs.	5 00	....
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets. 3 lb. sq. ft..	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross....	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Conror Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

Cut Down Your WRAPPING PAPER Expense

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Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

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F. J. COX, Winnipeg—Sole Agent for the West

RED **S** BRAND WINDOW GLASS

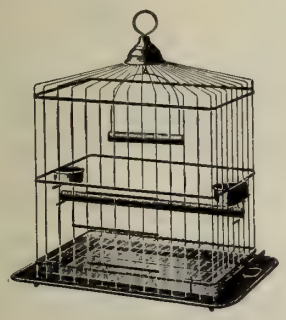


GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO



No. 1902. Brass.
No. 130. Tinned.
3 sizes.

"HENDRYX"

A WORD FOR QUALITY

PARROT CAGES

The season is on for parrots. For the next three months young parrots are in great demand. The "HENDRYX" cage has never been equaled. Every wire being riveted to each rail affords positive security for keeping the birds.

THE ANDREW B. HENDRYX CO.

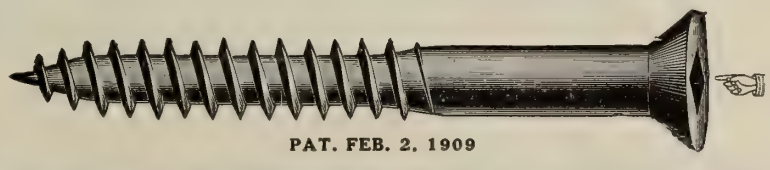
NEW HAVEN, CONN.



No. 1914. Brass.
No. 85. Tinned.
6 sizes.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.
We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.
Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz.	9 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 60
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75

Extra Cloths.

Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent, 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.10 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll	$3 00
½-in. x 22 ga. x 18-in., roll	4 30
½-in. x 22 ga. x 24-in., roll	5 65
½-in. x 22 ga. x 30-in., roll	6 90
½-in. x 22 ga. v 36-in., roll	8 20
1 in. x 20 ga. x 12-in., roll	1 50
1 in. x 20 ga. x 18-in., roll	2 10
1 in. x 20 ga. x 24-in., roll	2 70
1 in. x 20 ga. x 30-in., roll	3 25
1 in. x 20 ga. x 36-in., roll	3 80
1 in. x 20 ga. x 48-in., roll	5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Best (American), per 100 lbs.	7 75
U. S. Navy (American), per 100 lbs.	7 25
Plumbers (spun), per 100-lb. bales	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch	0 09
Heavy, 8 ends to 1-inch	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston of Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varrish, per bbl.	5 00
Caps, per lb	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17

PAPER.

	Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S sheathing	0 42
Tarred fibre No. 1	0 62
Tarred fibre No. 2	0 43
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40

	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60

PITCH

Pine, per bbl., f.o.b. Toronto 4 50

PIPE.

Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

	Buttwelded. Black	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

	Lapweld.	
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.

Lead waste pipe, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths	3 45
3 inch, in 10 foot lengths	4 20
4 inch, in 10 foot lengths	5 53
5 inch, in 10 foot lengths	7 60
6 inch, in 10 foot lengths	9 25

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	18 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Selected full count.	Per Case
5 gross, 4-in. (loose)	$0 80
5 gross 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pack'gs of 4 doz. each)	0 80
6 gross, 4-in. (12 pack'gs of each)	1 00
4 gross, 4 in. (24 pack'gs of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices, Pliers and Nippers.

Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10

	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 80
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton rope 3-16 in. and larger	0 25

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ⅛-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.

Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.

SCREWS.

	Per cent
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.	
O.H. bright, 80, 10, 7½, 10% 10% off list.	

Wood F.H., brass	75 10	7½	10
Wood R.H., brass.	70 10	7½	10
Wood F.H., bronze	70 10	5	10
Wood R.H., bronze	65 10	5	10
Drive screws	65 10	5	10
Set, case hardened	60 10		
Square cap	50 and 65		
Hexagon cap	45		
Bench, wood, per doz.	$5 00		
Bench, iron, per doz.	4 25		

Satisfy Your Paint Customers

"Good-will," that wonderful intangible asset, is essentially the result of satisfied customers. Satisfied customers are invariably the result of satisfactory goods. Now, this spring, you can add many dollars to your "good-will" asset by handling absolutely dependable wall finishes, paints and colors.

Our lines of wall finishes, paints and colors are complete. Every one is absolutely dependable. We would be glad to tell you of our "dealer" plans. It's decidedly worth your while to write.

Benjamin Moore & Co. Ltd.
6 Lloyd St., West Toronto, Ont.

Do you sell it?



Are you in line for big paint profits in 1914? Have you made sure of a prosperous paint year by stocking

"SILKSTONE"
(COPYRIGHT)

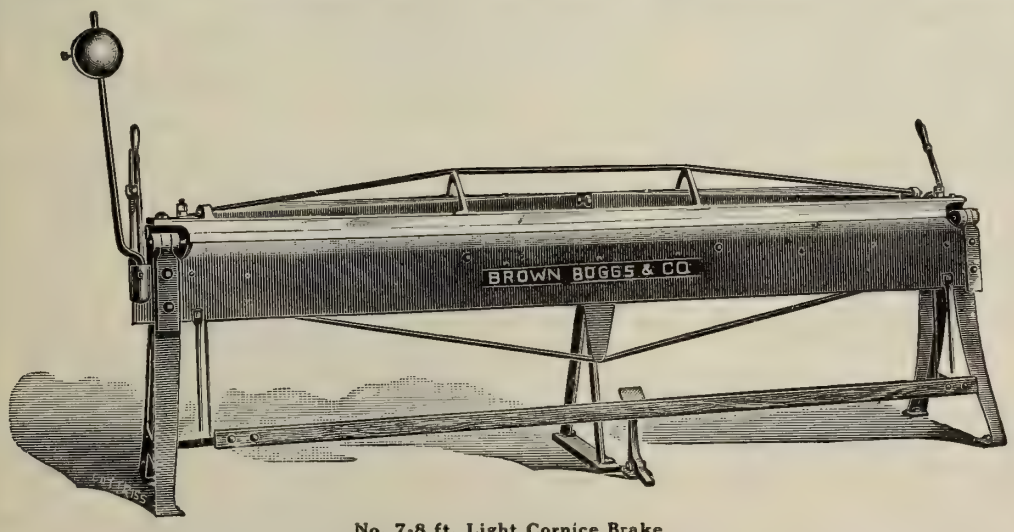
the smooth as silk—hard as stone, flat wall color.

It means profit and good-will to you, to be a Silkstone Dealer.

Ask us about it now.

G. F. STEPHENS & CO., Limited
WINNIPEG, CANADA **Branch at Calgary, Alta.**

Mr. Tinsmith and Sheet Metal Worker



No. 7-8 ft. Light Cornice Brake

The Brake That Is

undisputably the best value for the money is the "BB."

It turns out work of a **superior standard**, QUICKLY, ACCURATELY, and ECONOMICALLY, which are the qualities every level-headed business man wants.

This brake is adapted for the manufacture of light cor nices, ridge rolls, valleys, gutters, sq. pipe, any size of eavestrough with square or round beads, etc. We also manufacture Heavy Power and Geared Brakes. OUR PRICES ARE REASONABLE.

If interested, we will be pleased to mail catalogue.

The Brown Boggs Co., Limited **Hamilton, Canada**

Tinsmith Tools, Sheet Metal Working Machinery, Canning Machinery, Etc.

Western Representatives: Bissett & Loucks, Winnipeg and Edmonton

SKATES AND HOCKEY STICKS.

Roller, No. 12, 85c pair.
Roller, No. 2280, 42c pair.
Ball Bearing, $1.60 pair.
Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Wire solder, lb.	0 25½	0 27
Bar, half-and-half, guaranteed	0 24½	0 24

WIPING SOLDER.

Acme	0 19½
Easy	0 20½
Star Extra	0 22¼

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.

Foreign, per 100 lbs.. 6 00 5 50

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 55 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea.. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 5 00
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TIN.

	Montreal	Toronto
Tin, per lb.	..42½ to 43	39

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse). Doz.

Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each. $1 50	14 ft., each. $4 20
8 ft., each. 2 00	16 ft., each. 4 80
10 ft., each. 2 50	18 ft., each. 5 40
12 ft., each. 3 00	20 ft., each. 6 00

TWINE (Binder).

650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply..	0 24¼
Wrapping cotton, 4-ply..	0 26¾
Mattress, No. 64	0 45
Mattress, No. 73	0 55
Mattress, No. 84	0 60
Upholsterers' twine, No. 64	0 30

TUBES.

Boiler Tubes.

100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	16 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2....	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

TIES (METAL).

Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.

White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS.

Can, wrought iron, 45 per cent

WASTE.

(See Paint Markets)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire. No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.ob. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25. bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON

Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq foot.
Cut lengths, 8c sq. foot

WIRE FENCING.

Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Favorite 511E	57 75
Unexcelled 1041E	72 00
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75

Less 20 per cent.

MOP WRINGERS.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

WHEELBARROWS.

Navvy, steel wheel, doz...	21 20
Garden, steel wheel, doz..	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square.....	6 75
24 gauge, per square.....	5 50
26 gauge, per square.....	4 25
28 gauge, per square.....	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best rest
16-20 .. 3 95	3 75	3 95
22-24 .. 4 15	3 95	4 15
26 .. 4 40	4 20	4 40
28 .. 4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 Eng. lish)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED

ST. THOMAS, ONTARIO

Every Hardware Dealer Should Sell

SOLES

BEARDMORE & CO. TORONTO & MONTREAL — TRADE MARK — B — REGISTERED

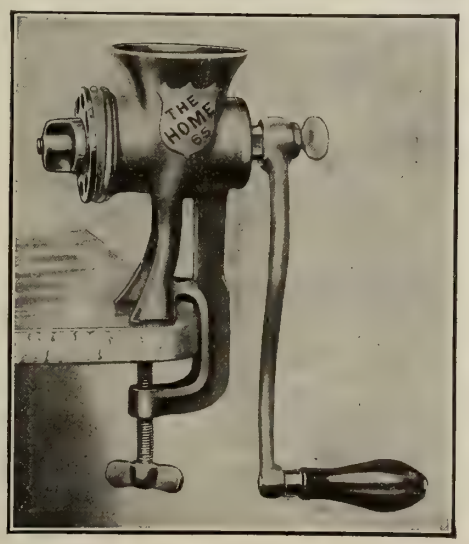
These soles sell at a good profit, working in splendidly with Cobbler's Outfits. Stock them now! Soles will come to your liking and sales will surprise you. Your jobber can supply you, if not, write us direct.

For sale only by

Beardmore & Co.
Toronto Tanners **Montreal**

You will find this
MAXWELL "HOME 65"
FOOD CUTTER

one of the best selling lines you ever handled.



The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.

Maxwells Ltd., St. Mary's, Ont.

Build Up a Profitable Fence Department!



Handle a line of fencing that does not serve only as a mere boundary line, but one that gives real fence service—one that is built strong enough to withstand the onslaughts of stock as well as the ravages of all kinds of weather. Such a fence is

Peerless Fencing

You can sell this fence with a clear conscience. You can guarantee that **Peerless** goods will give full satisfaction. We will stand right back of your guarantee, whether it be in farm fencing, poultry fence, ornamental fence, gates or any other lines we manufacture, our policy is to satisfy every customer if at all possible to do so. **Peerless** fencing is well advertised through farm papers or other mediums. It is a line that is easily sold. Having an agency for **Peerless** will sell other goods for you.

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all the strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

For 30 days we will accept dealers' orders for our PEERLESS Farm Fencing and Gates at a special reduced price. Write for further particulars to-day.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. **Hamilton, Ont.**

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1....$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 06
Vermilion, 100 lb. kegs....	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 04
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16
Combs, graining set	0 75

COMBS.

Graining, in sets, set 0 65

DRIERS.

Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros.' Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake.	0 10 0 17
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

5 per cent. for city delivery, 20 per cent. on out-of-town shipments, f.o.b. cars.

MONTREAL QUOTATIONS.

Size United Ins.	Star. Country	City
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

GLASS, PLATE.

Country discount, 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec.

City discount 33 1-3, 7½ p.c.

Freight equalized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal	Toronto
	Per 100 lbs.	
Elephant, Genuine ...	8 75	8 90
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..		8 50
Purity C.O. Co.'s, Ltd.		7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine" ...	....	9 50
Decorators Pure (Winnipeg)		8 80
Stephens' H. P. P. (Winnipeg)		8 30

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 65
3 to 5 bbls.	0 59	0 63
6 to 9 bbls.	0 58	0 61

LINSEED, BOILED.

Single bbls.	0 63	0 68
3 to 5 bbls.	0 62	0 66
6 to 9 bbls.	0 61	0 64

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 95
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint Winnipeg	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel 2 50

PARIS WHITE.

In bbs. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks.....	2 30	2 40
Bulk, 100-lb. drums..	2 50	2 60
Bulk, 25-lb. drums ..	2 60	2 70
Bladders, in bbls. ...	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans $2.10.

Mar-Not	2 70
Cumoff	2 10

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
5 gal.	0 72½	0 76
Pure, single bbls. ..	0 67½	0 69
2 to 4 bbls.	0 66½	0 68

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size Japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan, ...	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 80
B.H., Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 75
No. 1 orange shellac varnish, bbls.	1 60

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge	0 45
½ gal. package, per pkge	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 06½
Dark colored	0 05

WHITING.

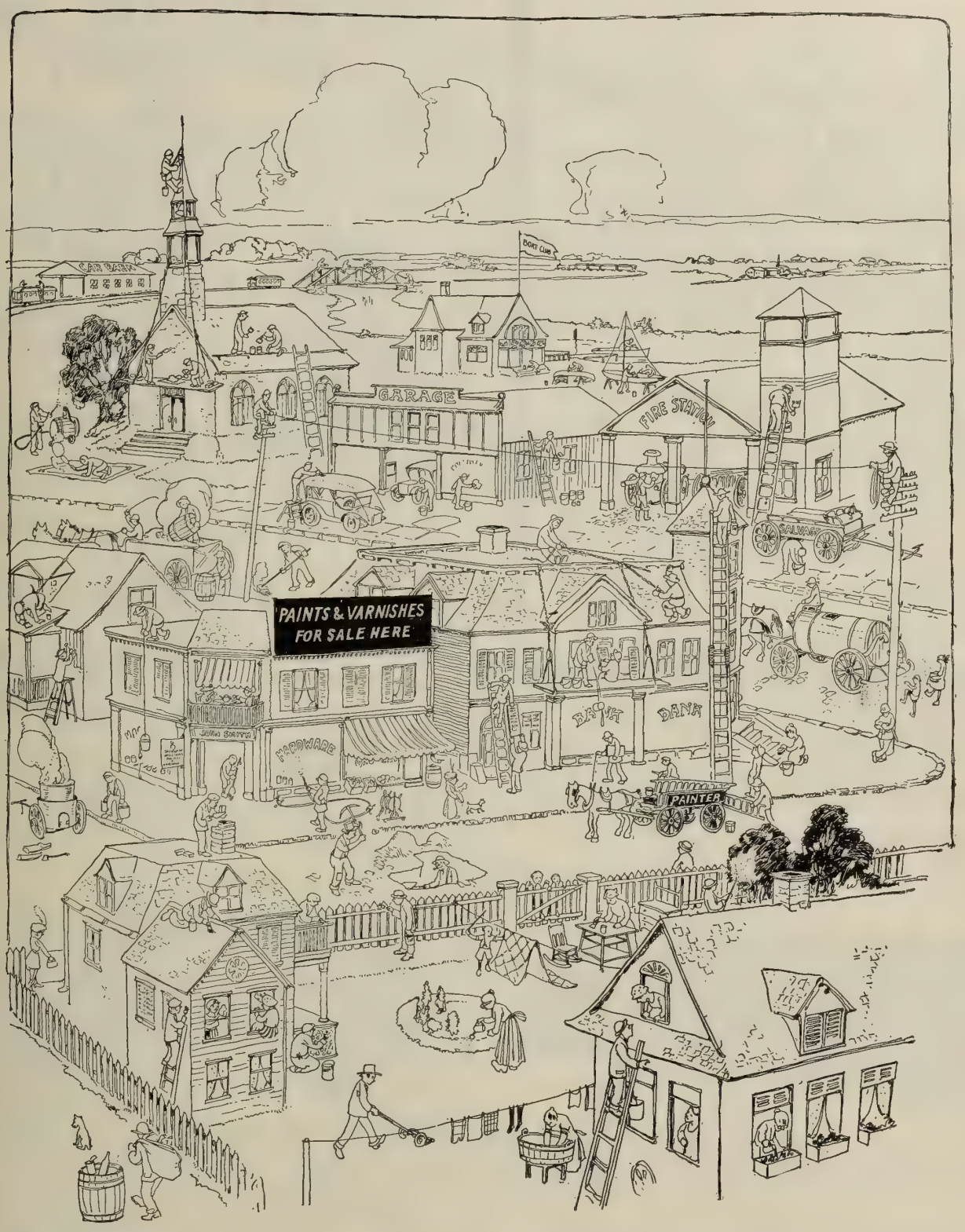
Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25 lb. irons	0 05¾



This "Brighten Up" Week Cartoon electro, for newspaper or hand-bill advertising, is free to S.W Agents, express prepaid.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c;

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅝ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅝ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 87½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith¼ in., round shank, 55 per cent.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in , $3.10; 1¼, $3.10; 1 in., $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 5% off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

GALVANIZED PIPE.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 75	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish, bbls.	2 00	
Pure orange shellac varnish, bbl	1 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

LINSEED OIL.
Raw, per gal., 68c; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg. Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28. I.C	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2-point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

Why buy the "Near" Brand when the "Best" is Procurable?

The L. Martin Co.

Old Standard, Eagle Pyramid and Globe

GERMANTOWN LAMP BLACK

IS THE BEST AND HAS BEEN FOR OVER SIXTY YEARS.

When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

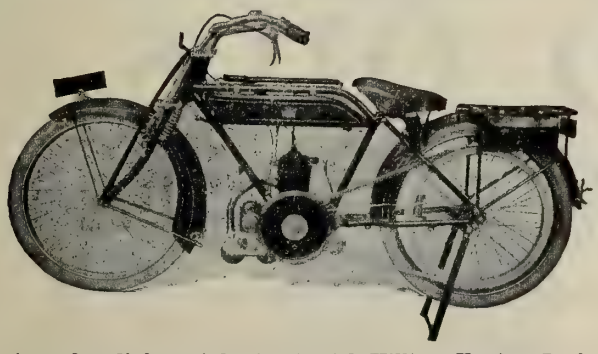
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The Bown-Villiers $2\frac{1}{4}$ h.p.

TWO-STROKE MOTOR CYCLE



A perfect light-weight fitted with Villiers Engine, B. & B. carburettor, Druid spring fork, Dunlop tyres. A very high-class machine, perfectly constructed and finished. Very easy to handle; extremely silent running, and good hill-climber. Built of high-grade materials by skilled workmen. As reliable as our world-famed Aeolus pedal cycles.

Price as illustrated, $134.00 in England.

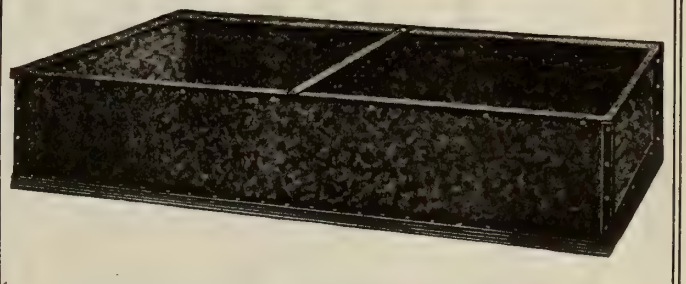
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Write for full illustrated catalogue and prices of other models.

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WAYNE GALVANIZED STEEL TANKS for stock watering are far superior to the old-time wooden tanks.



WAYNE TANKS will stand the roughest usage. Will not dry up and leak in summer or freeze and burst in winter. Always easy to move wherever the supply of water may be.

THERE IS GOOD MONEY in it for you to handle the WAYNE line.

Catalogue and prices furnished on application.

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LIMITED

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Box 661

THERE'S MONEY IN THE RIGHT PAINT



If you stock a complete line of **Ramsay's Paints and Varnishes** there's no danger of a customer going to "the other store" because you couldn't fill the bill.

Furthermore, that customer will be **satisfied.** Time and climate won't alter his first good impression of the paint you sold him because Ramsay's Paints have stood the test since 1842, and have built up a reputation for right-down durability and unfading qualities in spite of our strenuous weather conditions.

Ramsay's paints sell themselves—stock them, there's money in it for you.

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MONTREAL

Paint Makers Since '42

USE **"MAPLE LEAF"** BRANDS

LINSEED OILS

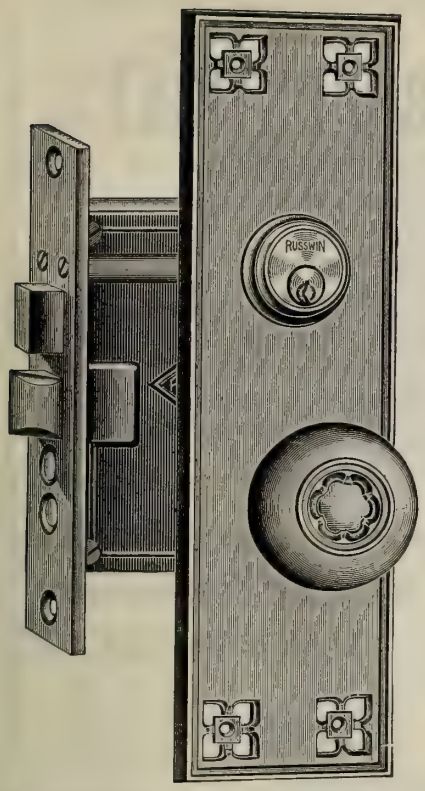
Our Guarantee of absolute purity goes with every shipment

If your jobber does not handle them write direct to our nearest Mill

THE CANADA LINSEED OIL MILLS LIMITED MANUFACTURERS OF WARRANTED PURE LINSEED OIL TRADE MARK MONTREAL & TORONTO.

The Canada Linseed Oil Mills Limited

Mills at Montreal and Toronto



Russwin Builders' Hardware

Where Quality and Profits go hand in hand

More than ever before, the dealer this year must handle goods that are money-makers. Quality, however, will not be sacrificed for profits by the merchant who hopes to hold and increase his business. Russwin Builders' Hardware is **quality stock** at a **moderate price.**

Knowing contractors will use "Russwin" hardware. They have learned that in so doing they secure both durability and style in the highest possible degree. Russwin goods have been a standard on the market for years.

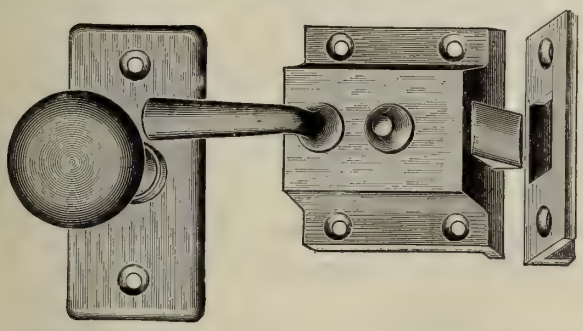
In the wide variety of designs are fittings that will please your most exacting customers, and it is worth keeping in mind that a satisfied customer will do more to increase your business than any advertising you could possibly do. Make satisfied customers, then, by recommending quality hardware that in itself

Will Make Profits For You

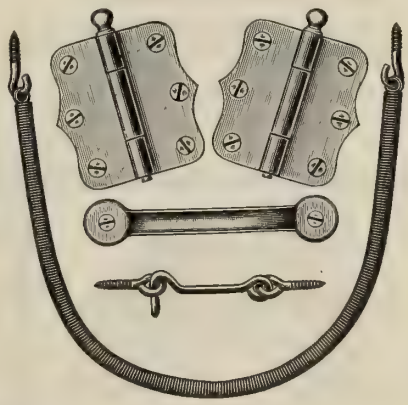
With the opening up of the summer, your stock of builders' hardware should be all ship-shape. Anticipate the demand for this line and profit by your forethought. Full information covering Russwin hardware will be forwarded you on request. Don't let your competitor monopolize this business, but act to-day in your own interests. We will assist you.

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Makes Good Money for any Dealer



But you can't sell it in the winter. The season for screen door hardware is over long before the last mosquito wakes from its winter's trance. This stock is turned over quickly and profits are correspondingly quickly realized. Be ready to handle this business with the highest grade hardware. We have the largest stock of this line in the West, and your orders will receive immediate attention. Stock up to-day.



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"Everything for a Builder"

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Metallic Nickel

SHOT,
BLOCKS, INGOTS

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NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

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Mallory Automatic Door Springs

which have been sold during the past decade, being 80 per cent. over any of the other lines of door springs we have manufactured, assures that it is a very satisfactory line to carry.

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Reliable QUALITY

Improved Patent Flush Handle

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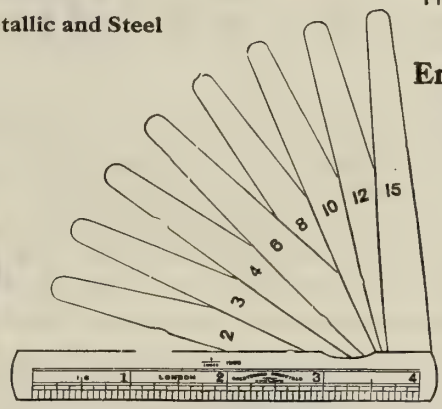
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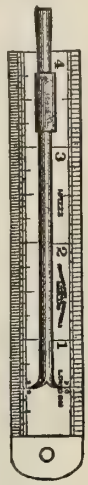
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Price: £1. 14. 0 Net Cash

Finish equal to any 8Guinea Machine on the Market

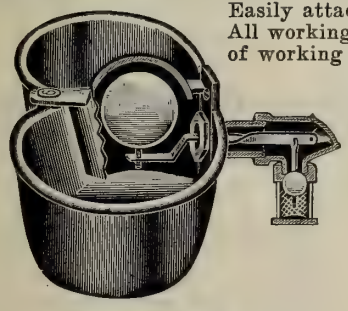
FULL SPECIFICATION. Frame, 21 to 26 (in inches); **Reynolds'** Tubes throughout (transferred); 5-Pin Detachable Chain Wheel and Cranks, up to 52 teeth; Patent Oil Bath Free Wheel; **Coventry** Chain; Best **British** Hubs; Bearings of the finest Hardened Steel, perfectly ground; Wheels with Westwood or Wedgwood plated rims, rustless spokes; Roller or Bowden Brakes to both Wheels; Wilby Four-wire Plated Spring Saddle; Frame and Mudguards enamelled four coats after rust preventive applied, and lined two colours (less tyres).

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(Six months' guaranteed) Tyres, name round tread, **11s.**
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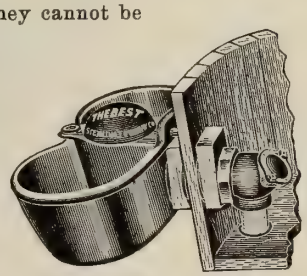
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Showing Construction

Easily attached to a barrel or tank.
All working parts are accessible without removing fountain or water. Connections of working parts are made with brass and will never rust, so that they cannot be removed. There is practically no chance of sediment getting on valve seat and preventing valve from closing.
Valve cannot wear off on one side and cause a leak. Construction of **Float Rod** reduces the chances of pipe becoming clogged.
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The Sterling Foundry Co., Sterling, Illinois



As Attached to Barrel

TWO CENTS PER WORD

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Climatologists have figured out that a thousand feet reduction in altitude is equivalent to between three hundred and three hundred and fifty miles of latitude. Calgary district is about three thousand feet above sea level, Edmonton a little over two thousand; Dunvegan, on the Peace, is thirteen hundred, and Fort Vermilion, farther down the river, is only nine hundred and fifty.

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So writes in the May MacLean's, W. D. Albright, a brilliant young journalist-farmer, now 800 miles north-west of Edmonton. On the ground, about which he talks, he is authoritative and convincing. The producing agents are getting down to business. Their assumption of such operations means a speedy return to business progress. Read this striking description of the third chapter in Western growth.

Then again the May issue of MacLean's is unusually bright by reason of the excellence of:

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John McClary—Still At It. By W. A. Craick.
The Business Outlook. By Jno. Appleton.
The Princess of the Stage. By Margaret Bell.
An Automobile Sprite. By B. B. Cooke.
The German Electric Genius. By F. W. Wile.
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Great Improvements —IN— HAMMERS



ONCE USED, ALWAYS USED.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

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One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

"NORCROSS" Cultivator—Hoes And Weeders



Practical Garden Implements That Outclass The Common Hoe From Every Standpoint, Will Outsell It And Cost No More.

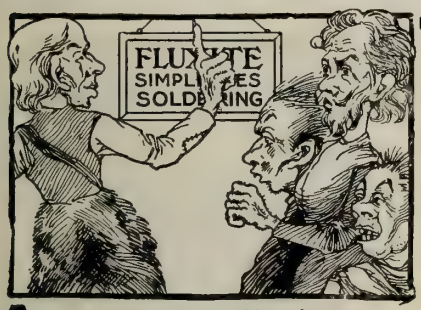
The lightness, efficiency and ease of manipulation are certain to encourage more people to do gardening and bring you more customers.

Be sure to include these tools in your 1914 Spring and Summer Stock. The turnover and profit will be most desirable.

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Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

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the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

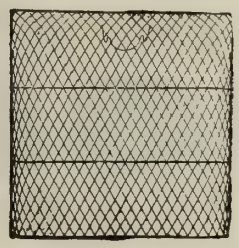
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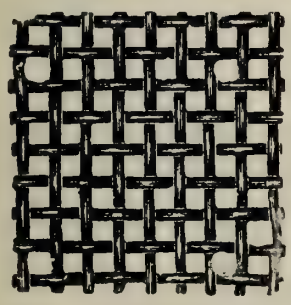
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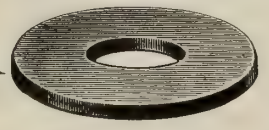
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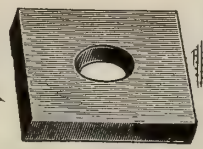
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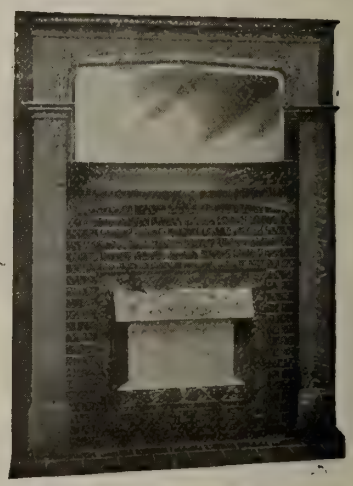
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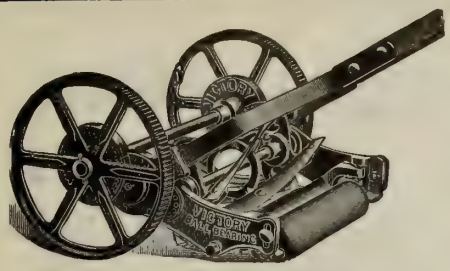
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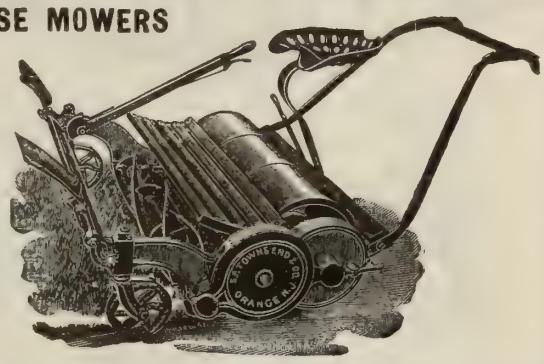


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All Our Hand Mowers
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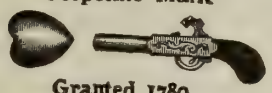
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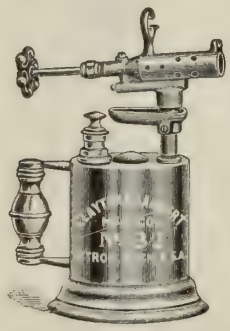
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For Sale by Leading Wholesale Houses



No. 32 Torch

There is none better

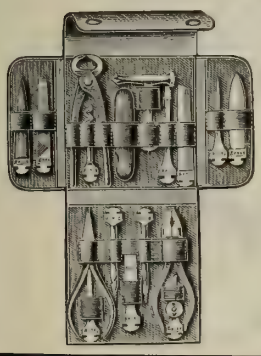
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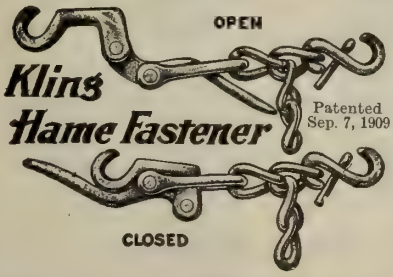
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No Getting Away From It!



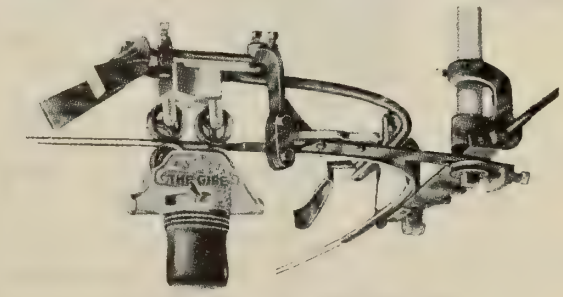
The Kling Hame Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Costs you $2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.



F A C T S

We can perform more functions by our modern wire carrier system, and with a greater degree of dispatch and certainty than can be accomplished by any other of this type of machine, all of which means that we can reach more points in a store and do so in a better and more satisfactory manner than has been accomplished heretofore. Remember our ten days' trial. You are invited to put us to the test. Send for our new catalogue G.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

MAYMORE



This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the
Wall, Table or Floor



Write for New Catalog to

Thomas W. Kirby
75 Yonge St. Arcade
TORONTO

MAY & PADMORE LTD BIRMINGHAM ENG.



Saves Oil, Time and Labor

A trial always makes a steady user.

Easy Profit because Easily Sold

No matter in what position the can may be held, the oil is entirely controlled by the operator. Not a drop of oil need be wasted. Oil is forced out by simply pressing on the plunger. The flow of oil ceases the instant the pressure on the plunger stops.

Oiling can be done in one-half the time and with less effort.

The "Cannon" is giving satisfaction to thousands of users.

Drop a card for particulars.



R. E. Bloomer
Keithsburg, Illinois

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

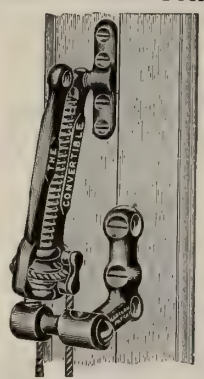
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON
⅜ screw 4/-
½ " 6/6

1795 BRASS
⅜ screw 5/6
½ " 8/6

1797 GUN METAL
⅜ screw 6/6
½ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

The PULL-EASY Garden Cultivator



IT IS ADJUSTABLE TO ANY WIDTH ROW

This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

For Sale by all Leading Canadian Jobbers.

THE PULL-EASY MFG. CO.
110 Barstow Street WAUKESHA, WIS.

A Sign of the Age

We live in an age of progress, of striving, of upward tendencies. And our architecture reflects this spirit—is the trade-mark of the age. To construct his giant buildings, man introduced steel into architecture. And to protect this steel against the ravages of fire, time, and atmosphere, he employs concrete.

This is just one of the reasons that has made the handling of

Rogers' Portland Cement

so very profitable. For concrete has become the 20th century building material for everything from sky-scraper to cottage.

Get in the concrete movement—right away. Become one of our authorized dealers.

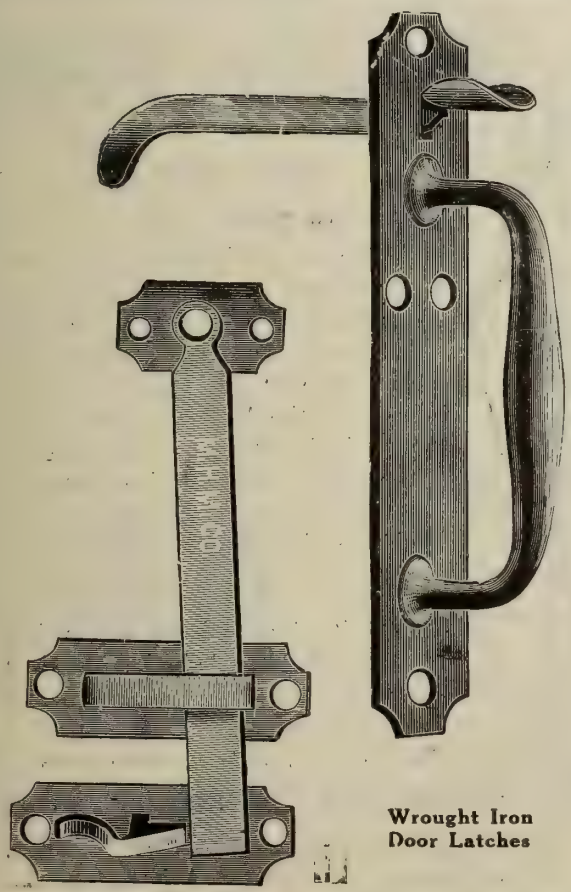
Sell cement to the men who are building concrete structures in **your** locality. Tell them that you can save their hauling it half across the town, and they'll be mighty glad to give you their orders, because Rogers' cement meets the approval of their architects and engineers, **because Rogers' cement is standard.**

And we don't want you to carry a big stock either. We ship right to Mr. Builder, as fast as you tell us his requirements.

So don't delay. Write us to-day.

ALFRED ROGERS Limited, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.



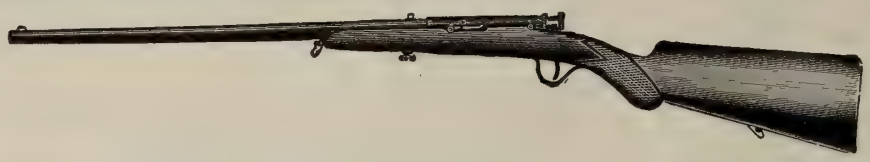
Wrought Iron Door Latches

We Have The Right Goods And Also The Right Prices

If you never had any M. H. Brand it's time you ordered some—Do this to-day—We know we will Get Your Repeat Orders—These are the goods you want.

Montreal Hardware Mfg. Co.
Limited
MONTREAL

Hardware Dealers Should Feature the "BAYARD" Line



Look over your stock and see if you have on hand sufficient "Bayard" Automatic Rifle Pistols, Shot Guns, etc., to show the probable customer.

The camping season will soon be here, and the camper, sportsman or hunter will certainly want to purchase one of the many handsome "Bayard" lines.

Descriptive Booklet for the asking.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada

PEASE HEATING SYSTEMS

MOST DURABLE
MOST ECONOMICAL
COST LEAST FOR REPAIRS

Write to-day for Catalogue and Price

Pease Foundry Company

LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

BROOMS
OF QUALITY

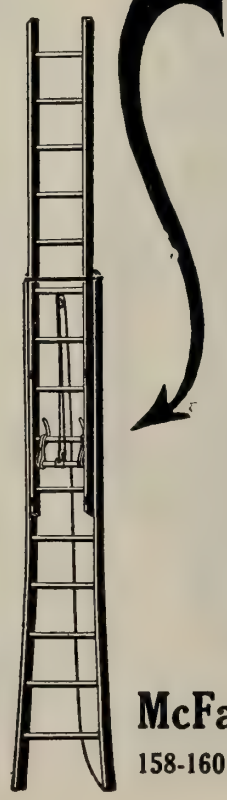
Try our

BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.
Hamilton



Safety First

(OUR MOTTO)

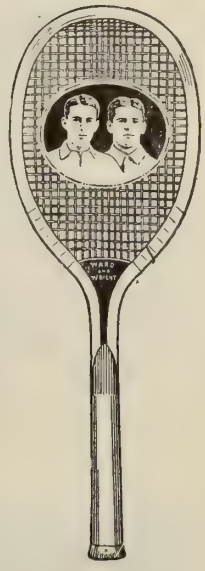
The most reliable extension ladder offered to the trade to-day. Made of clear yellow pine with hardwood rungs. Reinforced with wire let into a groove on the back of the ladder. One of the principal features of our ladder is the heavy malleable iron castings bolted on the sides which have given satisfaction for years. Stock sizes 20 to 40 ft.

Write for catalogue and prices for step ladders, bake boards, skirt boards, curtain stretchers and other woodenware.

McFarlane Ladder Works
158-160 River Street, TORONTO, ONT.



The Dealer's Dream



"BIG PROFITS"
"RAPID SALES"
"EASY AND RIGHT PURCHASES"

These four essential points are the dealer's dreams. We will make every one of them come true if you will favor us with a postal card asking for our NEW CATALOG and TRADE LIST.

We have the most extensive line of sporting goods that there is in Canada with the best price that was ever offered, combined with

PROMPT SERVICE

Our policy is to deserve your business in every possible way—Give us a trial.

Get this catalog to-day.



A. E. BREGENT

Wholesale Sporting and Athletic Goods Exclusively

192 St. Catherine Street East

Montreal



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD..
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cu out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO Montreal
Canadian Agents

SPOONER'S NO HOT BOXES
NON FERROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

FINE LAMP BLACKS

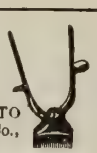


The only original Germantown
BEAR BRAND
WILCKES, MARTIN, WILCKES CO
135 WILLIAM ST NEW YORK

PRIEST'S CLIPPERS



THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street



The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

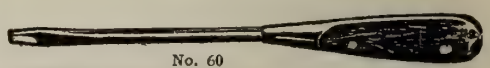
BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



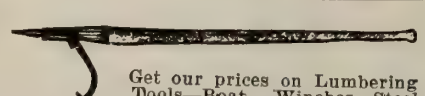
No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Cement Sidewalk Tools

The Best in the Market. Send for catalogue.

T. Slack & Co.,
145 Brock Ave., Toronto, Ontario.

W. J. Wells, Sales Agent,
510 Church St., Toronto.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

When writing advertisers kindly mention having seen the ad. in this paper.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

The Long Green
Lasting

Has the strength, the body and the consistency that are essential to re-orders

There are paints and paints — but "Bronzite" is the green that is different—it lasts, it wears and holds its color.

We make a specialty of our green — give it nearly all our time and attention — been experimenting, testing, proving and bettering it for ten years and more.

A test of this paint under actual working conditions is all that is needed to prove its exceptional merits.

Write for color cards and particulars.

Used on all work where a green paint is needed.



Colonial Works Inc.
225-237 Norman Ave.,
BROOKLYN, N.Y.

A Demand for Fishing Tackle
will be soon coming

and all progressive dealers should put tackle in stock early so as to avoid losing sales — and profit.



We Manufacture
Patented
Trawling Spoon Baits

They are perfect in every respect. Have been thoroughly tested and pronounced to be the best bait on the market for heavy game fish.

The quality begets re-orders.

Write to-day for full information.

J. B. Morrison, Owen Sound, Ont.

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

MYERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

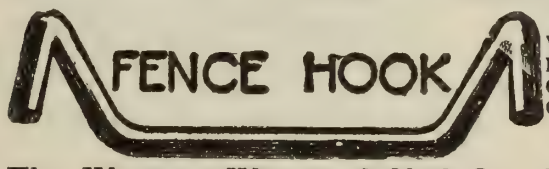
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

GALVANIZED FENCE HOOK
For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

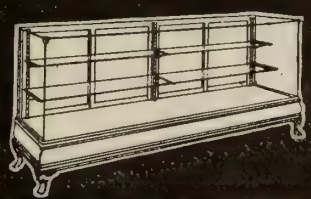
The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



Write us for full particulars and estimates

KENT, SON & CO.
261 King St. West
TORONTO

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A WHOLESALER TO HANDLE the E-Z Vegetable Slicer in Canada. Address 228 West Mentor St., Philadelphia, Pa. (18)

WANTED—SOME A1 LINES FOR A MANUfacturer's agency here. Address Hart, Room 2, Roy Bldg., Halifax, Nova Scotia.

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

HARDWARE SALESMAN WANTED FOR Winnipeg city trade. State previous experience. Good opening for business-getter. Apply Box 30, Hardware and Metal, 34 Royal Bank Bldg., Winnipeg. (19)

WANTED.—AN INDIVIDUAL OR FIRM TO become the General Agent in each of the Eastern Provinces and British Columbia for our Ruby Fluid and Red Letter Soldering Flux. This Flux is non-acid, non-poisonous and noncorrosive, and greatly sought after by all trades soldering tinware or any metal, and especially by canners of pure food products. Apply P.O. Box 345, Winnipeg. (19)

WANTED—A YOUNG HARDWAREMAN — We wish to secure the services of a hardware salesman, about 22 years of age, High School education, with good general knowledge of the retail hardware business, to fill a newly-created office on the editorial staff of Hardware and Metal. This position offers exceptional opportunities to a young hardwareman who wishes to succeed. Apply, giving full particulars regarding age, past experience, etc., to Editor, Hardware and Metal, 143 University Ave., Toronto, Ont.

SITUATIONS WANTED

HARDWARE CLERK, THOROUGHLY EXperienced in all lines of hardware desires position with wholesale or retail western firm. Best of references. Box 100, Hardware and Metal, Toronto. (23)

FOR RENT

TIN SHOP TO RENT TO FIRST-CLASS mechanic only. Fully equipped; in connection with hardware store, in good, live town. Further particulars upon applying to The Johnson Hardware Co., Fort Frances, Ontario. (19)

FOR SALE

FOR SALE—HARDWARE AND TINSMITHing business. Apply to Padget & Hay, Unionville. (19)

FOR SALE—HARDWARE AND TINWARE business in Cobden. A good clean stock and outfit of tools. Splendid opening for good man with moderate capital. Apply J. R. Warren, Box 116, Cobden, Ont. (18)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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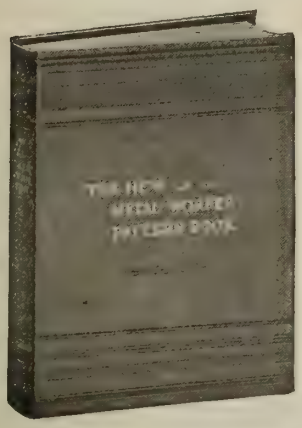
....

Signed .....

Town ..... Province .....

The New Metal Worker Pattern Book

This is the most elaborate and complete work that has ever been brought out for the use of sheet metal pattern cutters. It is printed from new type with a new and improved arrangement, especially convenient for reference and study. Parts of a former edition, entitled The Metal Worker Pattern Book, which have been utilized in its preparation, have been re-written and simplified and later methods embodied. 218 problems are now given, 75 of which are entirely new. A Treatise on Pattern Cutting as applied to all Branches of Sheet Metal Work. By George W. Kittredge. 430 Pages; 744 illustrations; Size, 10 x 13 inches. Cloth bound, Price, $5.00. Sent postpaid only on receipt of price.



Technical Book Department

MacLean Publishing Co., Ltd.

143-149 University Ave., Toronto

The Handy Hame Strap



To show is to sell

Made of oak-tanned Belting Leather. It's twice as strong as the ordinary harness leather strap and it looks it.

Special hook fastens on to the hame and prevents wear and slipping at this point—Made also in the regular sewed style.

If you want a sample of the leather used in the belting straps, say so, and we'll send it immediately. **If you want samples of Straps, send 5 cents in stamps to help pay postage.**

The distinctiveness of the Griffith quality, the reasonable selling price and the good profit allowance are good reasons why you should stock this strap at once.

GRIFFITH'S HORSE SPECIALTIES TRADE MARK

G. L. GRIFFITH & SON

Stratford, Ontario

WANTED

A Young Hardwareman

We wish to secure the services of a hardware salesman about 22 years of age, High School Education, with good general knowledge of the Retail Hardware Business, to fill a newly-created office on the editorial staff of Hardware and Metal.

This position offers exceptional opportunities to a young hardwareman who wishes to succeed. Apply giving full particulars regarding age, past experience, etc., to

Editor, Hardware & Metal

143 University Ave.

TORONTO - Canada

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

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The Adamite Wheel & Mfg. Co., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Account Registers.
Barr Registers, Trenton, Ont.
Dominion Register Co., Toronto.

Aluminum.
British Aluminum Co., Toronto.

Aluminum Ware.
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.

Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

Ammunition.
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.
Dupont Powder Co., North Wilmington, Del.
Eley Bros., Transcona, Man.

Animal Traps.
Oneida Community Ltd., Oneida, N.Y.

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Henderson & Richardson, Montreal.

Annunciator Systems.
Northern Electric Co.

Anti-Rattlers (Buggy Shaft).
Fernald Mfg. Co., North East, Pa.

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Brooks & Cooper, Sheffield, Eng.
A. C. Leslie Co., Montreal.

Auger Bits.
Can. Fairbanks-Morse Co., Montreal.
Ford Auger Bit Co., Holyoke, Mass.
Russell, Jennings Mfg. Co., St. Catharines.

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Babbitt Metal.
Canada Metal Co., Toronto.
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Tallman Brass & Metal Co., Hamilton.

Bags and Sacks.
Scythes & Co., Toronto.

Baits, Spoon.
The Andrew B. Hendryx Co., New Haven, Conn.

Bar Iron.
Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.

Bath Room Fittings.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.
Novelty Mfg. Co., Waterbury, Mass.

Batteries and Accessories.
Northern Electric Co.

Bells.
Taylor Forbes Co., Guelph.

Bells, Electric.
Northern Electric Co.

Belting.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Dominion Belting Co., Hamilton, Ont.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles.
Bown Mfg. Co., Birmingham, Eng.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendryx Co., New Haven, Conn.

Bits.
Ford Auger Bit Co., Holyoke, Mass.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Binder Twine.
Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.

Bolts and Nuts.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
The Steel Company of Canada, Hamilton.

Box Strapping.
Acme Steel Goods Co., Chicago.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks.
Acme Steel Goods Co., Chicago.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Guelph.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chadwick Brass Mfg. Co., Hamilton, Ont.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton.

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
North Bros. Mfg. Co., Phila., Pa.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Evered & Co., Birmingham, Eng.
Howland, H. S., Sons & Co., Toronto.
Lawson Mfg. Co., Chicago.
May & Padmore, Birmingham, Eng.
Miller, Morse Hdw. Co., Winnipeg.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous-Acme Mfg. Co., Des Moines, Iowa.
Winnipeg Paint & Glass Co., Winnipeg.

Buildings, Metal.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Burrs.
P. L. Robertson Co., Milton.
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

Butts.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous-Acme Mfg. Co., Des Moines, Iowa.

Butts and Hinges.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
Montreal Hardware Mfg. Co. Montreal.
Taylor-Forbes Co., Guelph, Ont.

Butts, Spring.
Chicago Spring Butt Co., Chicago.

Calipers.
L. S. Starrett Co., Athol, Mass.

Calks.
Neverslip Mfg. Co., New Brunswick, N.J.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

Canada Plates.
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
R. & S. H. Thompson & Co., Montreal.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Ceilings, Metal.
Metal Shingle & Siding Co., Preston, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pedlar People, Ltd., Oshawa.
McFarlane, Douglas & Co., Ottawa.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Canada Cement Co., Montreal.
Alfred Rogers, Ltd., Toronto.
Saskatchewan Glass & Suply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.

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The Adamite Wheel & Mfg. Co., Hamilton.
T. Slack & Co., Toronto.

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.
Oneida Community, Oneida, N.Y.
Standard Chain Co., Pittsburgh, Pa.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

Chafing Dishes.
Landers, Frary & Clark, New Britain.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's.

Clippers, All Kinds.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago.

Clocks.
The Western Clock Co., La Salle, Ill.

Clothes Pins.
Wm. Cane & Sons Co., Newmarket, Ont.
Meakins & Sons, Hamilton.

Clothes Driers.
Cummer-Dowswell, Ltd., Hamilton.

Clothes Line.
Hamilton Cotton Co., Hamilton, Ont.

Clothes Wringers.
Cummer-Dowswell Ltd. Hamilton, Ont.
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City

Coffee Percolators.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.

Colors, Dry.
A. Ramsay & Son Co., Montreal.
Canada Paint Co., Montreal.
G. F. Stephens & Co., Winnipeg

Cold Rolled Strip Steel.
Acme Steel Goods Co., Chicago.
The Morris & Bailey Steel Co., Pittsburgh, Pa.
The Stanley Works, New Britain, Conn.

Conductor Pipe.
Metal Shingle and Siding Co., Preston.
The Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

Cord, Wire Picture
The Anderw B. Hendryx Co., New Haven, Conn.

Cordage.
Hamilton Cotton Co., Hamilton.
Independent Cordage Co., Toronto.
Consumers Cordage Co., Ltd.
Scythes & Co., Toronto.

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Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pedlar People, Ltd., Oshawa.

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Acme Steel Goods Co., Chicago.

Cotton Duck.
Scythes & Co., Toronto.

Cotton Wipers.
Scythes & Co., Toronto.

Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls.

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Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan, & Son.
Dorken Bros. & Co., Montreal.
Henderson & Richardson, Montreal.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co., St. Louis.

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Montreal Hdw. Mfg. Co., Montreal.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Wm. Newman & Sons, Birmingham, England.

Doors, Screen.
Sanderson, Harold Co., Paris.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E, & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
Taylor Forbes Co., Guelph, Ont.

Drawer Pulls.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Drills, Brick and Stone.
Whitman & Barnes Mfg. Co., St. Catharines.
Wilt Twist Drill Co., Walkerville.

Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Northern Electric Co.

Dustless Dusters.
Channell Chemical Co., Toronto.

Dustless Mops.
Channell Chemical Co., Toronto.

Eavetroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
Renfrew Electric Co., Renfrew.
Flexible Conduit Co., Guelph, Ont.
Ideal Electric Mfg. Co., Wallaceburg.

Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

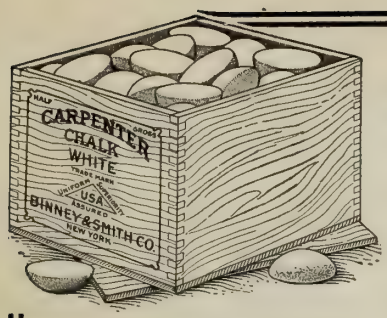
Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Electric Irons.
Chicago Flexible Shaft Co., Chicago.
Flexible Conduit Co., Guelph, Ont.
Renfrew Electric Mfg. Co., Renfrew, Ont.
Ideal Electric Mfg. Co., Wallaceburg, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Mfg. Co., Toronto.

Electricians' Supplies.
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John Oakey & Sons, Ltd., London, Eng.
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Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

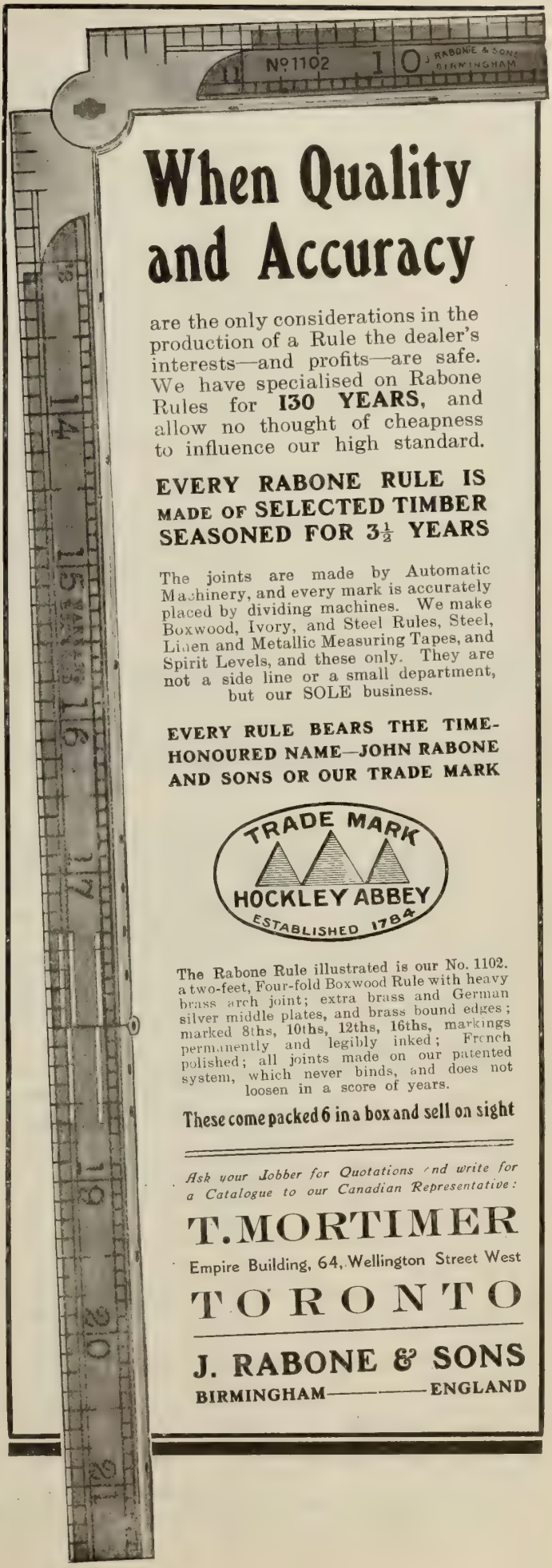
GRANTED 1682.

By seeing that this exact mark is on each blade.

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James Hutton & Company

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When Quality and Accuracy

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EVERY RULE BEARS THE TIME-HONOURED NAME—JOHN RABONE AND SONS OR OUR TRADE MARK

TRADE MARK
HOCKLEY ABBEY
ESTABLISHED 1784

The Rabone Rule illustrated is our No. 1102. a two-feet, Four-fold Boxwood Rule with heavy brass arch joint; extra brass and German silver middle plates, and brass bound edges; marked 8ths, 10ths, 12ths, 16ths, markings permanently and legibly inked; French polished; all joints made on our patented system, which never binds, and does not loosen in a score of years.

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Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Fasteners, Storm, Sash & Screen.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.
Banwell Hoxie Wire Fence Co., Hamilton.

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A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

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Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Firearms and Ammunition.
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Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C., Co., Windsor, Ont.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.

Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.
Taylor Forbes Co., Guelph, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Fishing Tackle.
Abbey & Imbrie, New York.
Andrew B. Hendryx Co., New Haven.

Flags.
Scythes & Co., Toronto.

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Northern Electric Co.

Flint Paper.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers.
Landers, Frary & Clark, New Britain.
D. Maxwell & Sons, St. Mary's.

Forgings.
The Steel Co. of Canada, Ltd., Hamilton.

Fuel Chutes.
Galt Stove & Furnace Co., Galt.

Furnaces, see Stoves.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
E. T. Wright Co., Ltd., Hamilton.

Galvanized Iron.
O-Rib-O Mfg. Co., Winnipeg.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pedlar People, Ltd., Oshawa.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Steel Tanks.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
Metal Shingle & Siding Co., Preston.

Galvanized Ware.
H. S. Howland Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

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C. S. Norcross & Sons, Bushnell, Ill.
S. L. Allen Co., Philadelphia.

Garden Tools.
The Adamite Wheel & Mfg. Co., Hamilton.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gas Engine Silencers.
Maxim Silencer Co., Hartford, Conn.

Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gauges.
L. S. Starrett Co., Athol, Mass.

Glass.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.
B. & S. H Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

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A. Ramsay & Son, Montreal.

Glass Paper.
A. Ramsay & Son, Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Taylor & Thompson, Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnston, Birmingham.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.

Hammers.
Double Claw Hammer Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.

Hangers, Storm Sash and Screen.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous Acme Mfg Co., Des Moines, Iowa.

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Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal
The Steel Co. of Canada, Ltd., Hamilton.

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The Steel Co. of Canada, Ltd., Hamilton.
Taylor Forbes Co., Guelph, Ont.

Hooks, Moulding.
The Andrew B. Hendryx Co., New Haven, Conn.

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The Steel Co. of Canada, Ltd., Hamilton.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

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The Sheet Metal Products Co. of Canada, Ltd., Toronto.

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The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

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North Bros. Mfg. Co., Philadelphia.

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London Rolling Mill Co., London.

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Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

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A. Ramsay & Son Co., Montreal.

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Jno. Oakey & Sons, Ltd., London, Eng.

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E. T. Wright Co., Ltd., Hamilton.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
McFarlane Ladder Works, Toronto.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Ontario Lantern & Lamp Co., Hamilton, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's.
S. P. Townsend & Co., Orange, N.J.
Taylor Forbes Co., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines

Lawn Settees.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain.

Linseed Oils.
Canada Linseed Oil Mills, Toronto, Montreal.

Locks, Knobs, Escutcheons, etc.
Belleville Hdwe. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
Taylor Forbes Co., Guelph, Ont.

Lumbering Tools.
Argall Bros., Three Rivers, Que.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
Stanley Rule & Level Co., New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton.
Thompson, B. & S. H. Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Sidings, Etc.
McFarlane-Douglas Co., Ottawa.
Metallic Roofing Co., Toronto.
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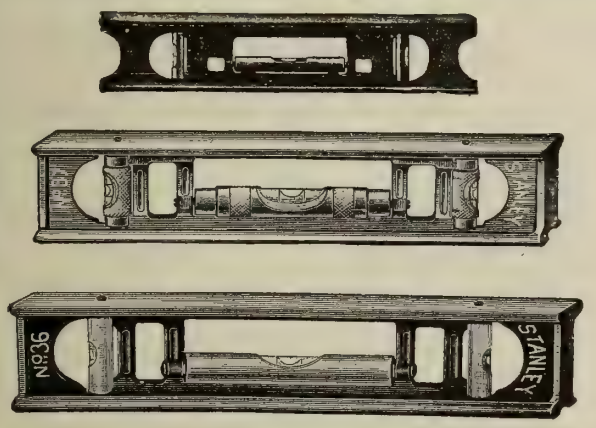
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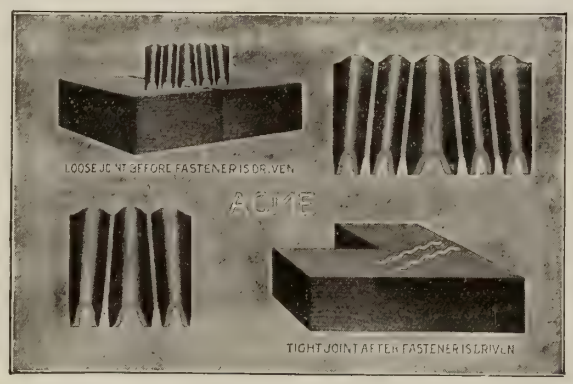
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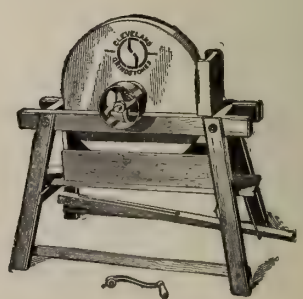
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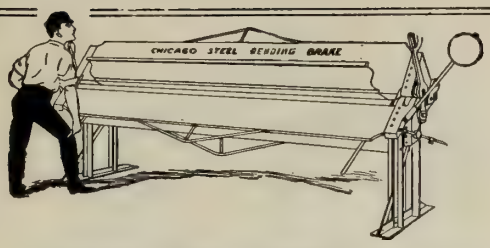
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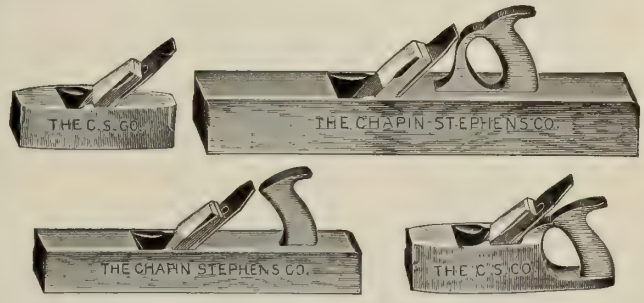
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A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg
Winnipeg Paint & Glass Co., Winnipeg.

Ventilators.
Pedlar People, Ltd., Oshawa.
Metal Shingle & Siding Co., Preston.
Metallic Ceiling Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Vises.
Henderson & Richardson, Montreal.

Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

Wash Boards.
Wm. Cane & Sons Co., Newmarket, Ont.
Meakins & Sons, Hamilton.

Wash Tubs.
Wm. Cane & Sons Co., Newmarket, Ont.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

Wall Paper Cleaner.
Climax Cleaner Co., Cleveland, Ohio.

Washers.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Weeders.
C. S. Norcross & Sons, Bushnell, Ill.

Whips.
Hamilton Whip Co., Hamilton, Ont.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hdw. Co., St. Louis, Mo.

Window Screens.
Sanderson, Harold Co., Paris, Ont.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

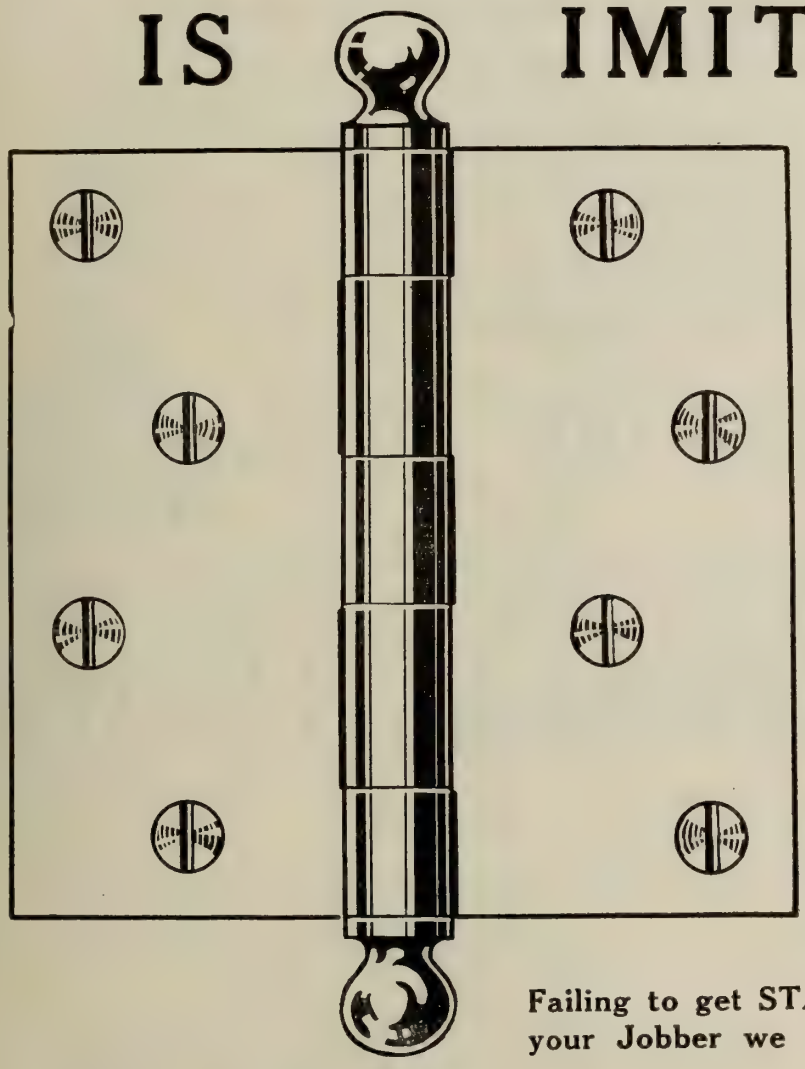
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

THE STANLEY NO. 241 BUTT IS IMITATED



BECAUSE

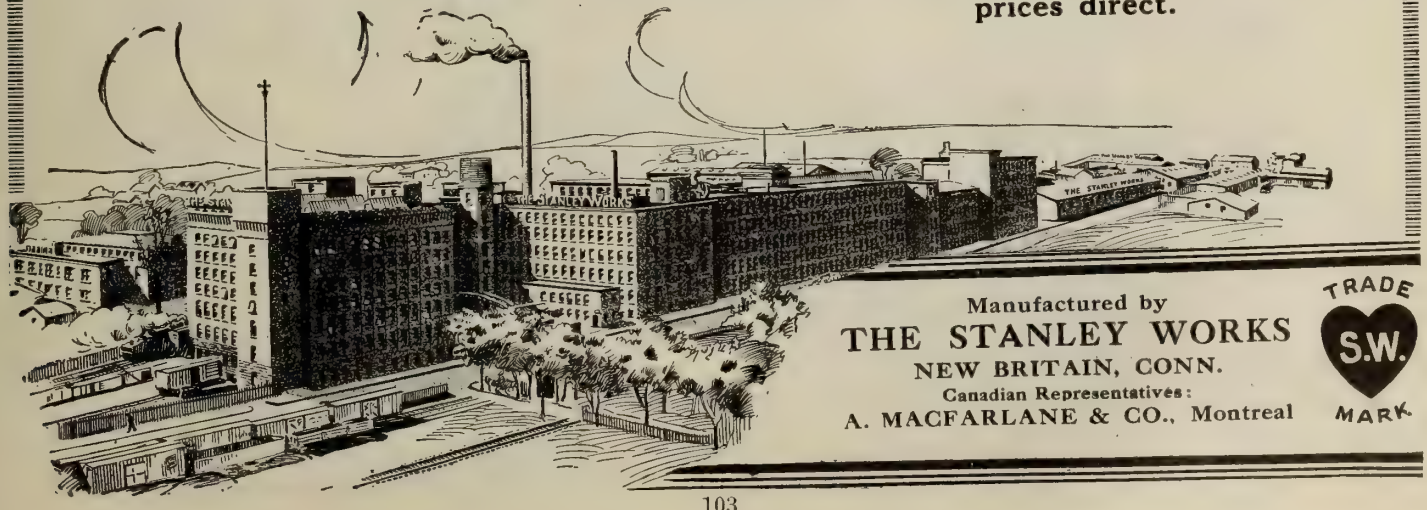
It is the BEST BUTT of its kind MADE. If you want the Best look for

This Trade-Mark

S.W.

on the back of the Butts.

Failing to get STANLEY No. 241 BUTTS from your Jobber we would be pleased to quote you prices direct.



Manufactured by
THE STANLEY WORKS
NEW BRITAIN, CONN.
Canadian Representatives:
A. MACFARLANE & CO., Montreal

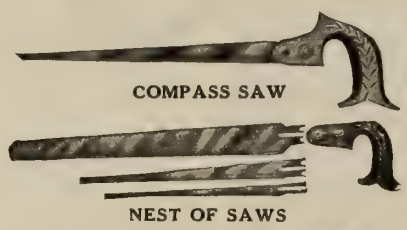
TRADE S.W. MARK.

Ross Rifle Luck

Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

ROSS RIFLE CO. Quebec

ATKINS' STERLING SAWS

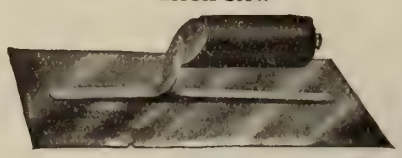


COMPASS SAW

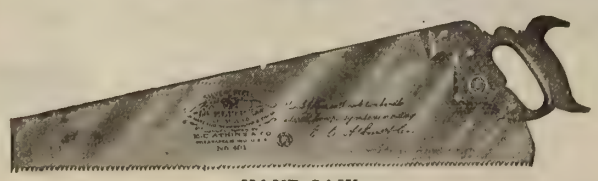
NEST OF SAWS



BACK SAW



TROWEL



HAND SAW

The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

We have an interesting proposition to make to all progressive merchants. Won't you let us hear from you?

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

"Frost King" Babbitt Metal

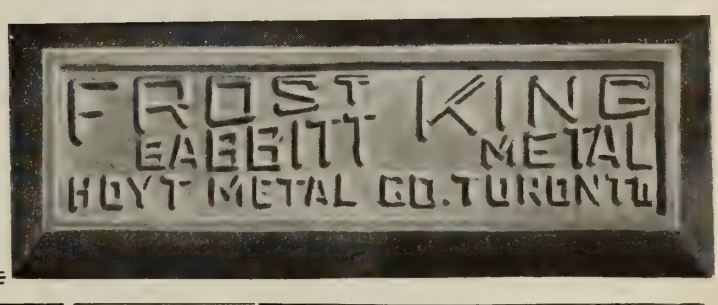
(Made in Canada)

Good to sell because it's good

The quality of this babbitt is exceptionally high.

It is the result of over 35 years' experience in the careful selecting and compounding of stock.

You'll fill all demands for babbitt metal to the greatest satisfaction of buyers if you sell "Frost King."



Hoyt Metal Co., Toronto, Ont.

New York, N. Y.; London, Eng.; St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL **LUFKIN** GOODS

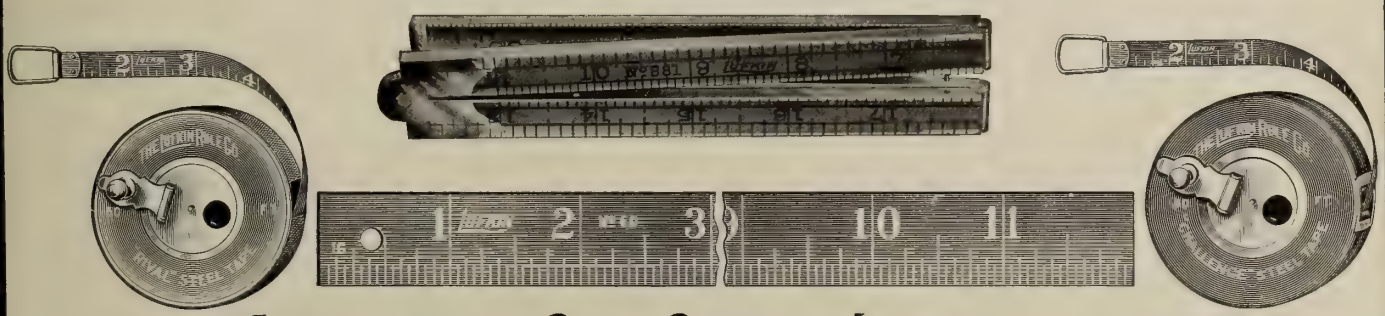
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock **LUFKIN** Goods



THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



COMMUNITY SILVER PLATE

THE SILENT SALESMAN

Persuasion is unnecessary when selling Community Silver Plate. Its attractive advertising creates a desire for possession. A glance at the goods completes the sale.

ONEIDA COMMUNITY, LTD.
ONEIDA, N.Y.

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 19

May 9, 1914



There's a GOOD Job!

I used Amatite ROOFING"

"NOW I have the best roof in this township. One that will last—one that's waterproof—one that will resist the hardest storms—and I didn't have a bit of trouble laying it."

That's about what every Amatite owner says. Its superiority over all other ready roofing is apparent to any one who uses it.

Amatite does away with all roofing troubles and unnecessary expenses because it is made with a real mineral surface that *needs no painting.* It is durable, fire-retardant, practical, economical.

Don't buy any other roofing till you look up Amatite. Write to nearest office for samples.

The Paterson Mfg. Co., Limited

Montreal, Toronto, Winnipeg,
Vancouver, St. John, N. B.; Halifax, N. S.; Sydney, N.S.

Most Easily Marketed

A prominent merchant writes thus regarding **1847 ROGERS BROS.,** ware.

> "We can truthfully say this, that in a business experience of 48 years we have NEVER had goods in our cases so dependable, of so GOOD VALUE to the consumer, and so easily marketed."

This satisfactory experience will be yours if you handle

1847 ROGERS BROS.

"Silver Plate that Wears"

The reputation of the ware—before the public for two generations—is backed by the most persistent and extensive advertising in the history of silver plate.

And every dealer handling the ware is entitled to our Retailers' Service.

Write for illustrated circular describing the advertising and display matter we supply free of charge to dealers handling our ware.



MERIDEN BRITANNIA CO., LIMITED

Hamilton, Canada

MERIDEN, CONN. CHICAGO NEW YORK SAN FRANCISCO

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Bottling Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES — WIRE NAILS — WOOD SCREWS

PUMP RODS—Plain and Galvanized

SELLING AGENTS:

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

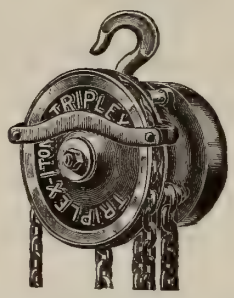
TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - MONTREAL



Yale Triplex Blocks

A "Line of Steel from Hook to Hook"

Every load-lifting problem, on the farm, in the factory, machine shop, garage, to lift your gas engine or to lift your motor boat out of the water, is solved with a Yale Triplex Block.

"Safety First" in material and workmanship justifies the Yale Triplex Block, and is behind your sales to your customers.



Fairbanks Valves

"Disc Renewed in one minute"

Will remove all valve troubles. They are built of high-grade material, to withstand a great deal more than their rated pressure. The renewable disc feature is unequalled by any valve on the market. The valve stems are packed with Palmetto Twist packing, which will remain soft and perform its function better than any other packing made.

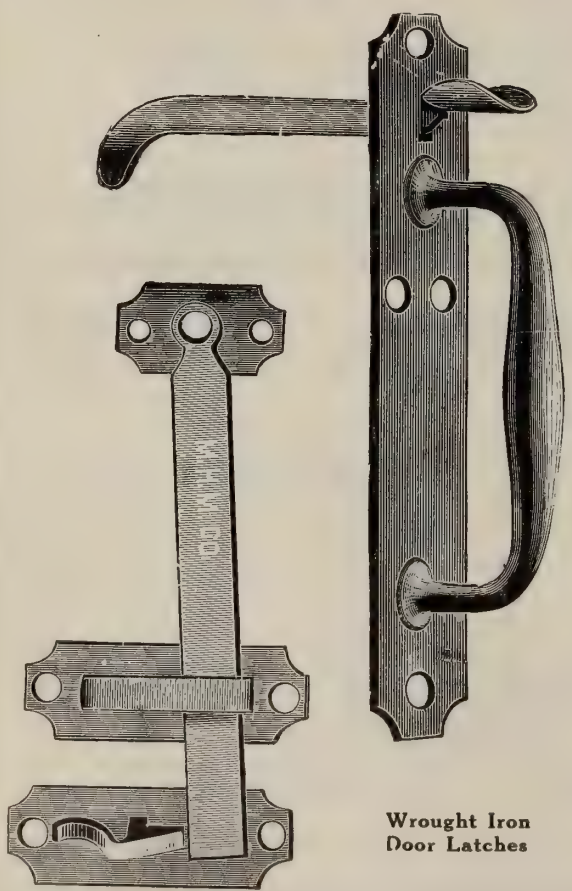
Fairbanks Scales, Small Tools, Automatic Supplies and other mechanical lines are the best the world affords.

The Canadian Fairbanks-Morse Co., Limited

444 St. James Street **Montreal**

ST. JOHN OTTAWA TORONTO WINNIPEG SASKATOON CALGARY VANCOUVER VICTORIA

Canada's Departmental House for Mechanical Goods



Wrought Iron Door Latches

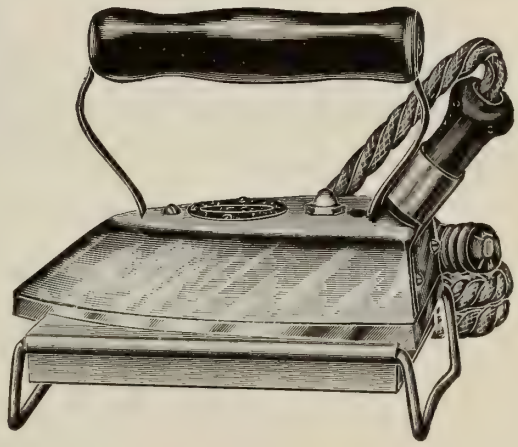
We Have The Right Goods And Also The Right Prices

If you never had any M. H. Brand it's time you ordered some—Do this to-day—We know we will Get Your Repeat Orders—These are the goods you want.

Montreal Hardware Mfg. Co.
Limited
MONTREAL

We have the best Electric Sad-Iron Proposition of any Jobber or Manufacturer in Canada!

GOLD COIN



are as good as can be made, and placed alongside of some of the high-priced propositions, one wonders why people are foolish enough to pay $5.00 for an article—oftentimes not as good.

GOLD COIN Irons can be sold to the consumer at $3.50 and pay the retail merchant a good profit.

GOLD COIN Irons are fully guaranteed.

Write for particulars.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

The Steel Company of Canada, Limited

HAMILTON, ONT.

"TIGER" BRAND WHITE LEAD

THE LEAD WITH THE SPREAD

A chemically pure White Lead, ground in Refined Linseed Oil.



Packed in
12½, 25, 50 and
100-lb. Irons.
500-lb. Hardwood Kegs.

TIRE BOLTS

Fluted and Plain



We have a good stock of all standard sizes from which we can make quick shipments.

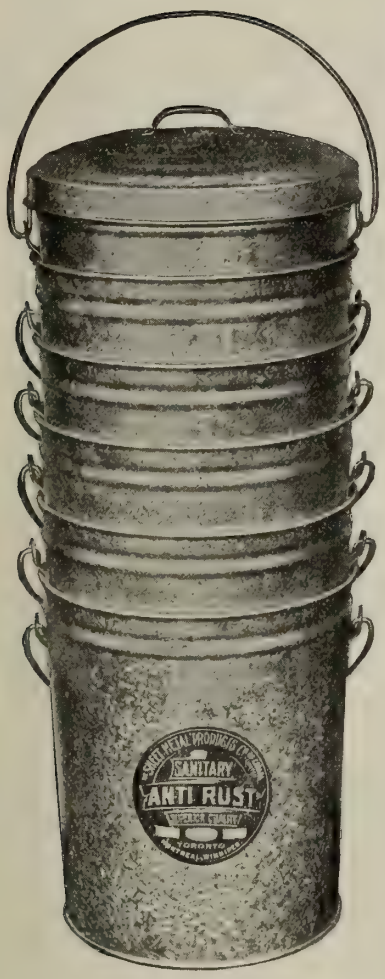


Wire, Wire Nails, Wrought Iron Pipe, Staples, Spikes, Steel Bars, Bright Wire Goods, Putty, Horse Shoes and Horse-Shoe Nails, Lead Pipe, Wood and Machine Screws, Rivets and Burrs, Tacks, Invincible Fencing, Pole Line Hardware, Corrugated Fasteners.



Sales Offices

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX



Garbage Cans

THAT

Never Leak

HOT GALVANIZED

After all mechanical work is finished, **SMP** garbage cans are taken one by one and dipped in a bath of pure molten spelter, which completely fills the seams and gives the cans the spangle that your customers demand.

THREE SIZES

For both ashes and garbage your customer should buy one of each size.

SMP "QUALITY" TRADE MARK

Shipments Made Promptly

SMP "QUALITY" TRADE MARK

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



MORRISON
Brass Valves



Do you want to know how we have been able to sell valves to the same customers for over twenty-five years? Some of the reasons are given below.



Do you want to stock the cheapest for the quality, and yet the longest-wearing and most easily repaired valves on the market? Then read about them lower down on the page.

MORRISON Brass Valves are built with renewable discs and a special disc nut. They can be made as good as new in a few minutes—for a few cents. The body is made large and heavy, giving full opening through the valve and strength to withstand the stress of rough usage and expansion and contraction of piping. The spindles are large enough to withstand all but the most reckless turning. They are fitted with special packing gland, making repacking easier and quicker, and the packing wears longer too. In short, ask any engineer who has ever used Morrison Valves if he ever bought a better valve for the money.

We make a type of valve for every purpose. Each type is the result of twenty-five years of study and skillful design. And each individual valve is the best that can be produced by carefully proportioning new metals, high-class workmen, severe tests and rigid inspection. Each valve is absolutely guaranteed.

Full information and prices will be gladly furnished on request.

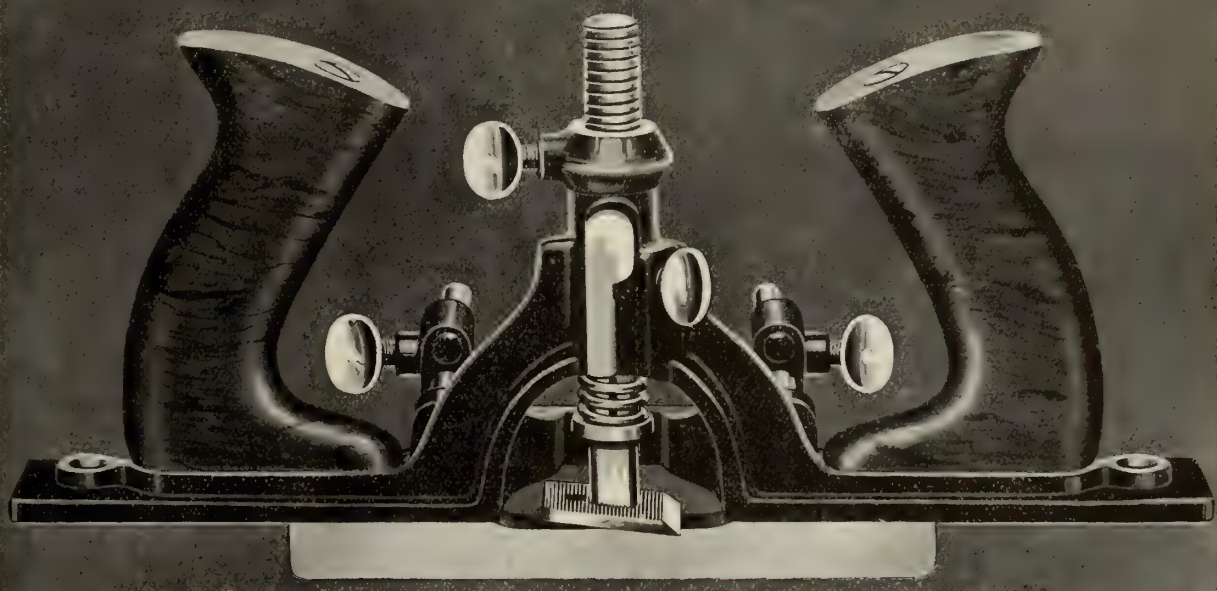




The James Morrison Brass Mfg. Co.
LIMITED

93-97 Adelaide St. W. - - Toronto, Canada

Stanley Tools





Stanley Door Trim Plane

THIS new Plane will make mortises for Butts, Face Plates, Strike Plates, Escutcheons, etc., without the use of a butt gauge or chisel. In fact it might very properly be termed a mechanical chisel. ¶ It is also a very superior Router Plane for surfacing the bottom of grooves or other depressions parallel with the general surface of the work. ¶ The Plane is japanned, has nickel plated trimmings, rosewood handles, and three forged steel cutters.

Send for Special Circular

No. 171 *Length, 11 Inches* *Weight, 3 Pounds* ***List, $2.75***

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

TROLLEY-HANGER
Questions and Answers


THE HATCH

Why does the "Dealer" stock the Hatch Trolley Hanger?

BECAUSE

The dealer makes a good profit; has faith in the Hatch Hanger, and knows that he will have a satisfied customer.

Why does the "Customer" demand the HATCH HANGER?

BECAUSE

He wants the BEST for the LEAST money.
He wants a hanger, easy to adjust, strong, well made, and one that can be depended on. THE HATCH fills the bill.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

Makers of the RELIABLE Crescent Brand Butts and Hinges

Mr. Agent

Spring Building Operations Are Commencing

Get real busy canvassing your section for prospects for

Safe Lock Shingles and Acorn Quality Corrugated Iron



Remember, you are not only making money on the sale you make now, but you are enlisting an enthusiast for your line; a man who will buy from you again and again; a man who will recommend your goods to his neighbors. We give you the best; we deliver promptly; we treat you and your customers right.

Get out and get the business. Go after it NOW. We will help you in every way.

Your customers will be satisfied customers, and it means Profits for you.

WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG SASKATOON CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY COMPANY, Limited
TORONTO and WINNIPEG

A COMPLETE LINE

OF ELECTRIC HOME-NEEDS FOR WARM WEATHER MADE UNDER THE BRAND

UNIVERSAL

"Universal" Electric Coffee Percolators



Urn Style
E9136—$9.00



Pot Style
E9637—$7.50



Pot Style
E9646—$10.00



Urn Style
E9166—$15.00



Water Heater
E991—$9.00.



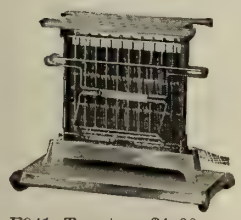
Samovar
E9344—$10.50



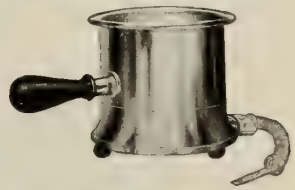
Tea Pot
E904—$7.25



Chafers, $10.00 & $15.00



E941 Toaster, $4.00



E992 Shaving Mug, $4.50

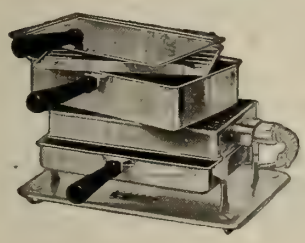


E999 Curling Iron, $4.00



Stoves, $6.00 & $7.50

This advertisement shows only a few of the "Universal" Home Needs—Electric, but it gives an idea of the wide variety of practical and artistic electrical appliances which the line contains. In notable contrast to other lines of electrically heated apparatus, each "Universal" device was originally designed as a complete electrical appliance and made to conform in every part of those standards of artistic outline, simplicity, and superior mechanical construction which have given "Universal" specialties great popularity among housewives everywhere. They are made complete, heating element included, in our own factory and carefully tested individually, insuring a standard uniformity of manufacture and perfect operation. Every article has been subjected to a most rigid competitive test and will produce the desired result with less current consumption, and therefore more economically, than any other similar device on the market. It is possible also for a customer to choose one of our patterns and select his whole set of electrical appliances in harmony with it, thus benefiting in every way from our "Complete in one factory" service.



E 981 Grill, $5.00



Sad Irons, $3.50 to $4.50



Egg Cooker E954—$11.00



E994 Heating Pad—$6.50

WRITE TO YOUR JOBBER FOR PRICES OR DIRECT TO US.

LANDERS, FRARY & CLARK

New Britain, Ct., U. S. A.

Three Things Make Wilt Twist Drills the Standard of Drill Excellence

STOCK

The stock Wilt Twist Drills come from is the finest, most carefully selected, most accurately tested steel that can be bought.

It is **steel with a pedigree.** Steel that has a long record of worthy performances behind it.

MACHINING

Wilt Twist Drills are machined complete at a single chucking—not as has been heretofore necessary, in five or six different machining processes.

The rough stock goes into the automatic machine and comes out a perfectly cut drill.

HARDENING PROCESS

Wilt Twist Drills are **perfectly** hardened. Electric furnaces run by the most skilled operators in their trade insure hardening of a scientific accuracy.

No wonder Wilt Twist Drills stand up better, last longer and almost never break down under strain.

Every live dealer in Canada should have Wilt Drills in stock.

The Wilt Twist Drill Co. of Canada, Limited

Walkerville **Ontario**

NICHOLSON MADE FILES

You're Known By The Goods You Sell

Sell a man a file that fails to give good service — and you're digging a pit for yourself.

When you give your trade **NICHOLSON-MADE-FILES**—you give them files that you know are absolutely right. You know that each file has been inspected eight times—between every important operation. You know the finished file has been tested on tougher steel than it will ever be used on in actual service. So that when you sell a **NICHOLSON - MADE - FILE,** you're certain it's going to give the utmost of satisfactory service.

No "come-backs" to fight — no excuses to make. Nothing to do but "sell more files"— and take your liberal margin per sale.

NICHOLSON-MADE-FILES

Brands:

Kearney & Foot
Great Western
American
Arcade
Globe

At Your Jobber

NICHOLSON FILE COMPANY

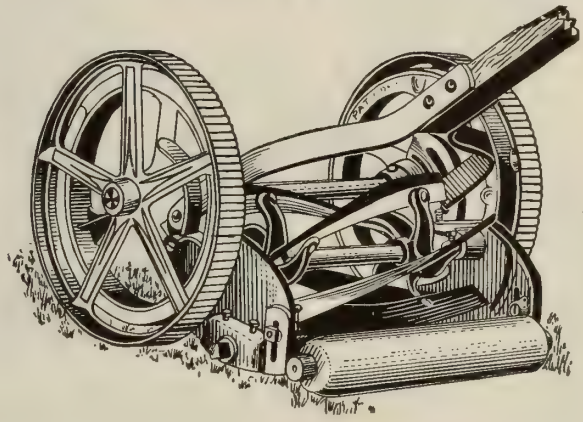
PORT HOPE, ONT.

"File Filosophy"—A 50 years' education on files in an hour— sent FREE on request.

It's time all orders were placed

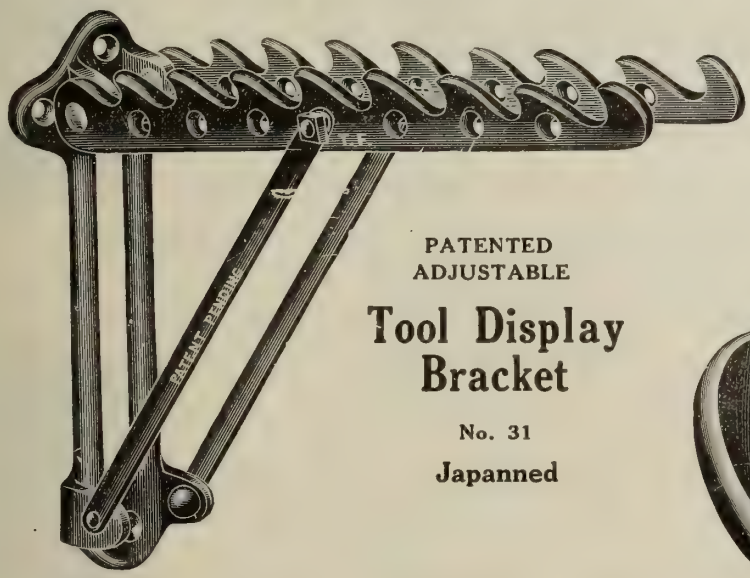
for Lawn Mowers, Tool Display Brackets and Lawn Sprinklers

Taylor-Forbes Quality
Assures Satisfaction



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.



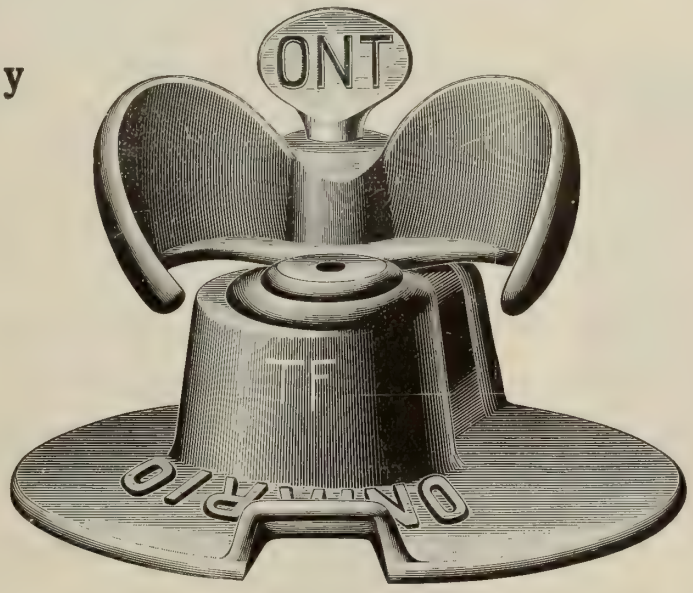
PATENTED
ADJUSTABLE

Tool Display Bracket

No. 31

Japanned

This tool Display Bracket can be used at any angle by simply changing two bolts, and when not in use closes up out of the way. Arms are made of Malleable Iron, Braces are of steel, and Back Plate of grey iron.



Lawn Sprinklers

Adjustable Wings
Japanned

Write your jobber for these lines to-day—if he cannot supply you, write us. We ship quickly.

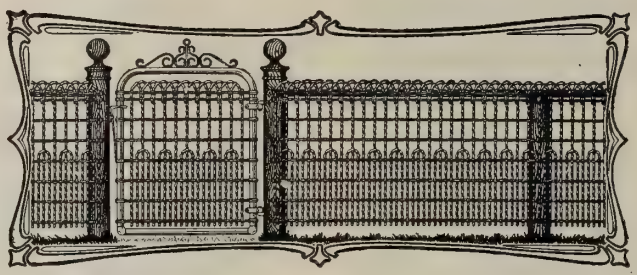
Taylor-Forbes Company, Limited

Head Office and Works: GUELPH, ONTARIO

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency, - - - London, Eng.
H. G. Rogers, - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

You Can Make Money Out of Clean-Up Week on Many Lines



A great demand has been created for a clean, sanitary fence that rubbish could not accumulate around without being seen. Our "CYCLONE" fence is made for this purpose. The pickets are of No. 9 heavily galvanized wire, spaced 2⅞ inches apart at the top with an additional No. 9 galvanized picket interwoven, so as to give an extra close spacing of 1⅜ inches at the bottom. Cables are of heavy galvanized wire. This is an ornamental fence and is made for use around any home. Write for fine display card and literature. The clean-up campaign will make this fence popular, as a sanitary fence is one recommendation of the scheme.

We have many lines of Clean-Up Goods such as:

Rakes, Garden Wheel Barrows, Shovels, Hose, Window Washers, Mops, O-Cedar Polish, Myers' Putz Cream and Silva Putz, Boeckh's Paint and Household Brushes.

Lawn Rollers and Lawn Mowers, Garden Shears, Turf Edgers, Poultry Netting, etc.

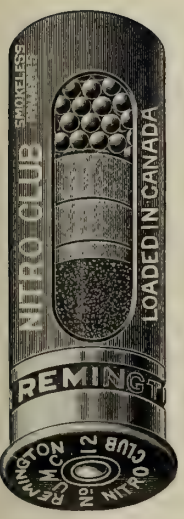
CAVERHILL, LEARMONT & CO.

MONTREAL

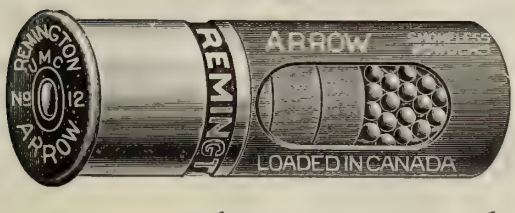


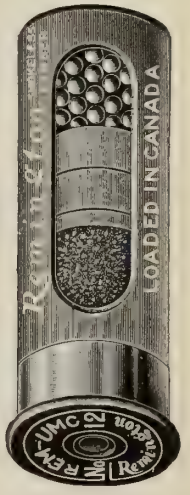






REMINGTON
UMC
TRADE MARK





Your customers, wherever you are located, are asking you for these superior shot shells:

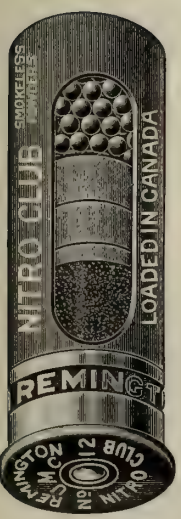
"Arrow" and "Nitro Club," the steel-lined speed shells; smokeless: "New Club"—the old reliable black powder shells. And "Remington," our new, low-priced shell, loaded with Remington bulk and dense smokeless powders.

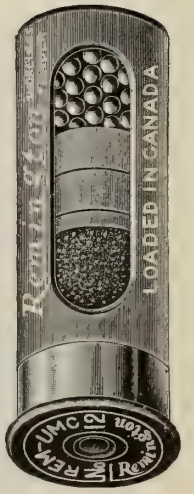
Alert sportsmen everywhere have long since learned to seek out the full stock of Remington-UMC and to give their patronage where pains are taken to provide for their wants.

So it is the experience of eighty-thousand dealers, that active featuring of Remington-UMC brings not only a growing volume of sales, but a higher class of custom.

The **Red Ball Mark** of Remington-UMC quickly becomes the Sign of Sportsmen's Headquarters wherever shown.

Remington Arms-Union Metallic Cartridge Co.
Windsor, Ontario











Apollo Keystone Galvanized Sheets

Copper Bearing **Weather Wearing** **Rust Resisting**

The Best Sheets on the Market
For Roofing, Siding, Guttering, Cornices, Pipe, etc.
And for all exposed Sheet Metal Work.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

Buy the Automatic in Canada



Automatic Power Washer.
(Also made in Electric type.)

Every home in the Dominion ought to have an Automatic of some kind. Because they are the most pleasing and satisfactory of all washing machines. They are backed up by dependable character and an absolute guaranty.

These machines are made in the Power type for farm homes and in Electric type for homes that have current. They are made in both the single tub and the bench style, as shown in the cuts. Every bit of material is the best that money will buy. Equipped with highest grade wringers. Workmanship and finish unsurpassed.

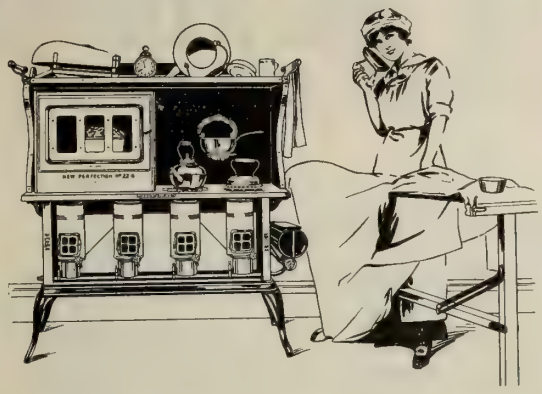
The Automatic makes friends for the man who sells it. It pleases his customers. It is sold only through dealers. A splendid 32-page colored book, called Bulletin 107, gives complete information. Ask for it. It is mailed free to those interested. Learn of our Sales Helps.

Sold by Canadian Jobbers



Automatic Bench Washer.
(Power or Electric.)

Automatic Electric Washer Co., Inc., Newton, Iowa



Warm Weather Brings Oil Stove Buyers

Housewives like to iron in a cool kitchen.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

Keeps the irons hot and the kitchen cool.

New Perfection Stoves are made in 1, 2, 3 and 4-burner sizes. The New Perfection No. 5 has the new fireless cooking oven that roasts and bakes perfectly in three different ways. Your customers will want to see it.

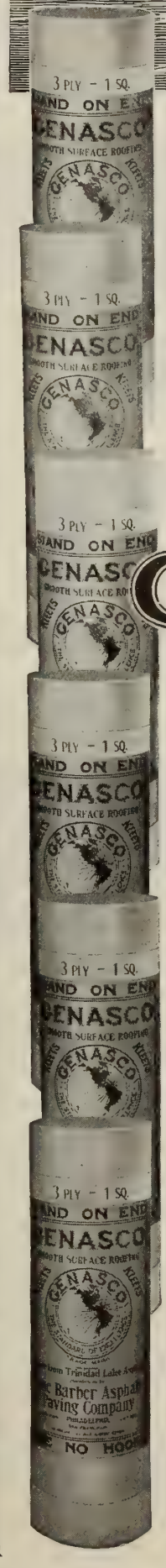
All the new models are better than ever before. A big advertising appropriation is telling your customers about them. Are you stocked?

The Imperial Oil Company Limited
HEAT LIGHT POWER LUBRICATION

The Imperial Oil Company
LIMITED

Toronto	Montreal	Winnipeg	Vancouver
Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon





Building up trade for you at our own expense

We are constantly at work upon consumers, stirring up their interest in the roofing that gives lasting protection. We show them the value of Trinidad Lake Asphalt as "Nature's everlasting waterproofer," and urge them to go to you to get

Genasco
THE TRINIDAD-LAKE-ASPHALT
Ready Roofing

We reach consumers all over the country with attractive advertisements through leading magazines and agricultural papers; we educate them with reasons why Genasco is the longest-lasting and most economical roofing. We show them the advantage of the Kant-leak Kleet for seams.

We create the desire and tell them where it can be satisfied; and we do this without costing you one cent.

If you're prepared you get the full benefit; and you are certainly not going to lose your share of Genasco business, when you can "cash in" on our efforts so easily.

Order Genasco from your jobber.

Write us for full information and samples.

The Barber Asphalt Paving Co.

Largest producers in the world of asphalt and ready roofing.

PHILADELPHIA

New York San Francisco Chicago

D. H. Howden & Co., Ltd., 200 York St., London, Ont. Canadian Asphalt Co., Ltd., Winnipeg, Man. Lewis Bros. Ltd., Montreal. Branches Ottawa and Toronto. Evans, Coleman & Evans, Ltd., Victoria, B.C.

"QUICK MEAL" WICK OIL STOVES

WITH GLASS FOUNT



Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

Also, "Quick Meal" Evaporating Gasoline Stoves.

The JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT. - WINNIPEG, MAN.

Agents for Canada

THE FAMOUS ENGINE—ELECTRIC—

ONE MINUTE LINE OF WASHING MACHINES

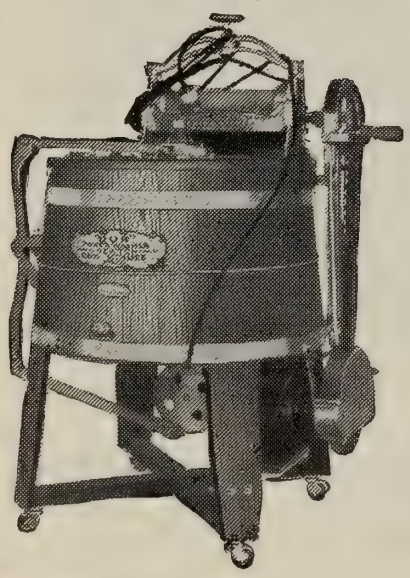
WATER POWER

HAS ENTERED CANADA AND IS BEING SOLD ONLY ON THE EXCLUSIVE AGENCY PLAN

ONLY ONE DEALER IN EACH TOWN---TERRITORY IS GOING FAST

IF YOUR JOBBER DOES NOT HANDLE THEM, WRITE US AT NEWTON, IOWA
DO NOT CONFUSE THIS WITH ANY OTHER MACHINE. THESE ARE THE

ORIGINAL ONE MINUTE POWER WASHERS



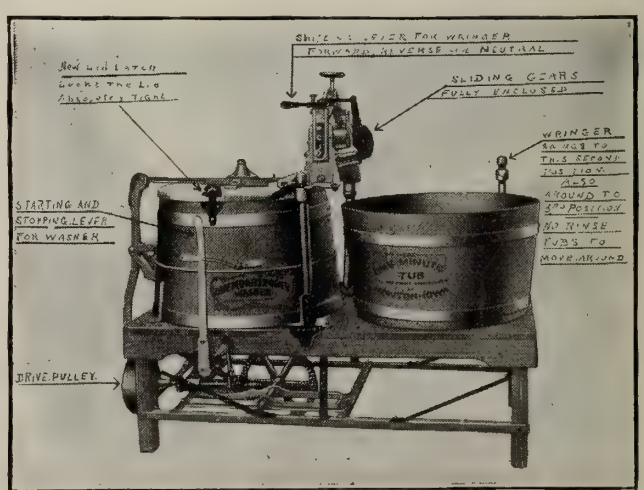
which have had such a phenomenal sale in the United States. They have stood the test of time.

We also build and sell the famous One Minute Grain Grader and Cleaner, also the One Minute Low-Down Manure Spreader.

Write us today for Catalog, Prices and Terms to Dealers.

ONE MINUTE MFG. CO.

NEWTON, IOWA U. S. A.



SWINGING WRINGER PLATFORM WASHER

A New AutoStrop Feature



Adjustable For All Beards

THIS clipping describes another great AutoStrop trade producer. Dealers who sell the AutoStrop are making big increases in profits from month to month. Customers want the AutoStrop—the Safety Razor with a guarantee of 500 "Head Barber" Shaves from 12 blades.

Tested and Proven---Now Placed on Sale in Canada

OUR new Adjustable Model AutoStrop Safety Razor has now been in use by men in all parts of the United States under all conditions. It has been subject to every test imagination could devise, and it has fulfilled every expectation. We are now offering the perfected Adjustable AutoStrop Razor for sale in Canada for the first time. There will be a big demand in YOUR vicinity for these razors with ALL the big selling features. Order an assortment of Standard and Combination Sets now. EVERY AUTOSTROP SALE MEANS TWO.

Every AutoStrop Sale Means Two

Adjustable

AutoStrop SAFETY RAZOR

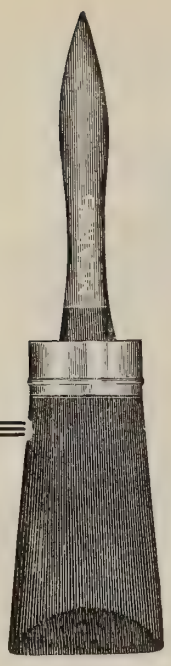
Strops Itself

Canadian Made for Canadian Trade

AutoStrop Safety Razor Co., Limited

83 Duke Street, Toronto

Offices also at New York, U.S.A.; London, England; Hamburg, Germany; Paris, France; and Milan, Italy



The Returns

that you'll get from selling



Meakins' Paint and Varnish BRUSHES

will prove most desirable

The service-giving qualities please the most particular of painters, and the result is that they come often, and recommend you to their friends as a seller of good brushes, and they come too.

Drop a card for particulars—you'll be amply repaid.

— — —

Meakins & Son, Ltd.

Hamilton, Ont.

Warehouses: WINNIPEG, LONDON, TORONTO MONTREAL.

Something New In the World of Guns

The 1914 Fox Gun has so many new, exclusive features—combined with such rugged, dependable strength—that it stands alone in its field.

The Fox Gun is not only a good seller, but an easy seller. Once a man sees it, handles it, throws it up to his shoulder, examines its improved mechanism—the sale is made.

And once sold—it stays sold and gains the lasting good-will of the purchaser. It advertises itself among the friends of the purchaser—brings in more business for you.

FOX GUN

The Finest Gun In The World

We have added a number of new selling features to the 1914 Fox Gun—features which will make it the easiest selling gun you ever handled.

The Fox Ejector and Fox-Kautzby single trigger are the final features which make the double-barrel gun the most desirable all-round gun.

We are advertising the Fox Gun extensively. Fox dealers are reaping the benefit of our work. Gunners everywhere are lining up at the dealers, asking for the Fox Gun.

Are you getting your share of this profitable business? Wouldn't it be worth your while to investigate the profit possibilities in Fox Guns—to see the many fine sales helps we furnish Fox dealers?

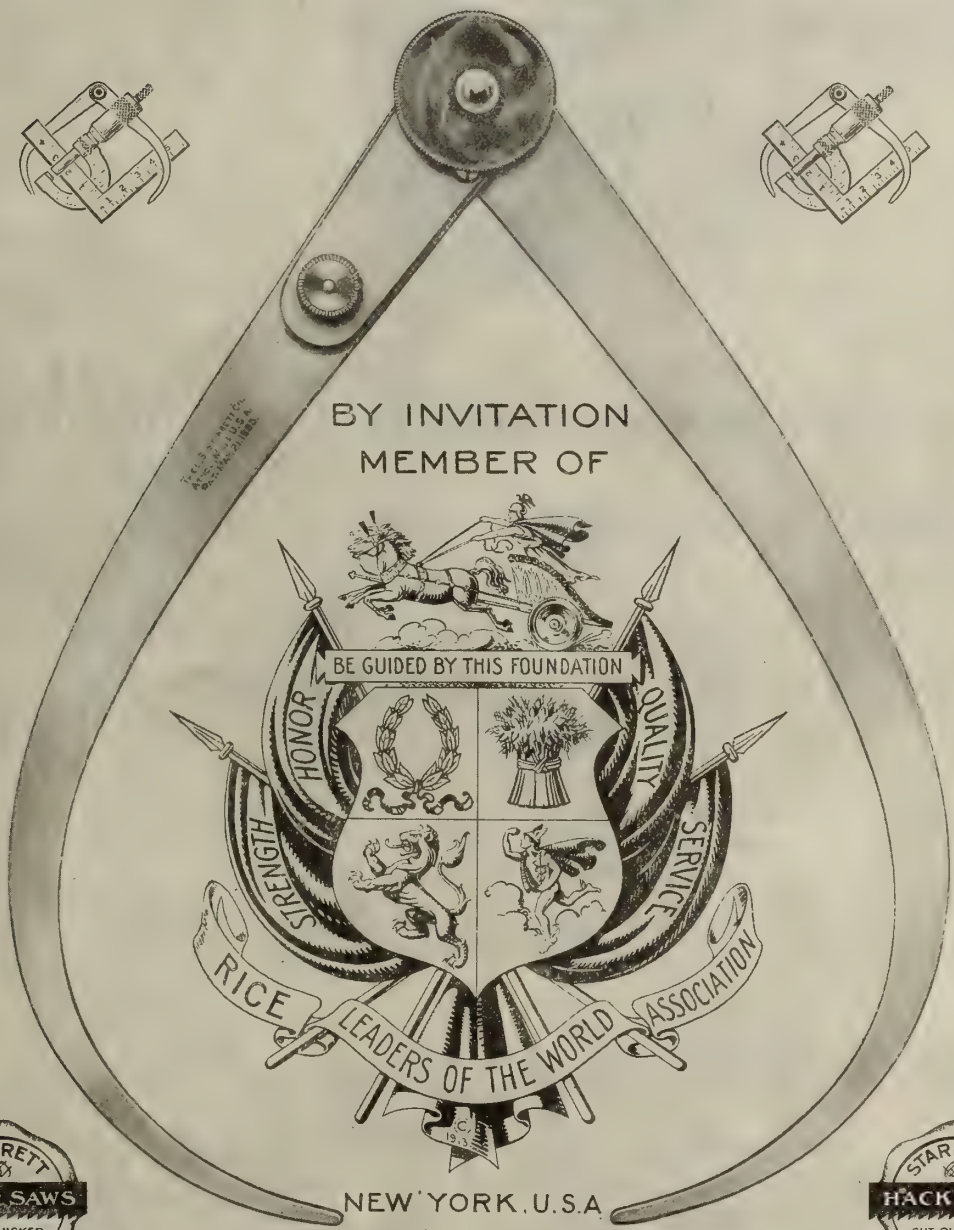
Ask Your Jobber

THE A. H. FOX GUN COMPANY

4768 North Eighteenth Street

PHILADELPHIA

Starrett Tools
Are Recognized Leaders



STARRETT HACK SAWS CUT QUICKER LAST LONGER

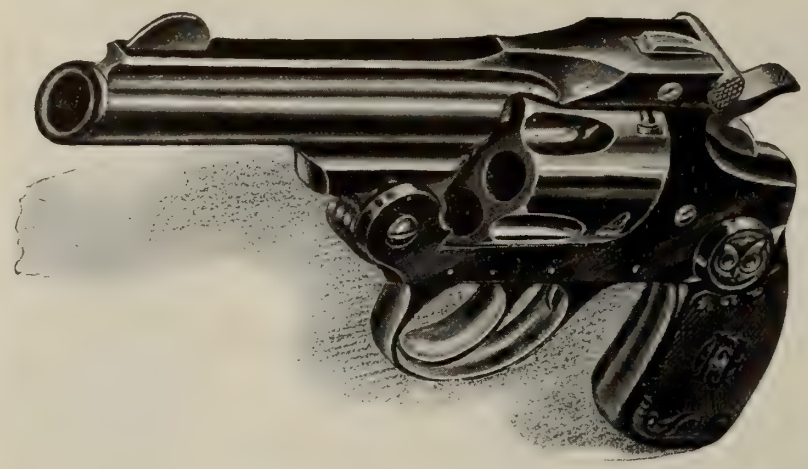
STARRETT HACK SAWS CUT QUICKER LAST LONGER

The L·S·Starrett Co·,·Athol,·Mass·

World's Greatest Toolmakers

New York London Chicago

IVER JOHNSON



A real profit-maker for Canadian Dealers.

A moderate price revolver absolutely and automatically safe.

Unsurpassed in accuracy, range and smashing power.

The best for home protection.

The safest for use in the open.

A sure winner with the buying public.

Carried by all Canadian jobbers.

Write for our catalogue and for a supply of "sales helps."

Iver Johnson's Arms & Cycle Works

350 RIVER ST. **FITCHBURG, MASS.**

Manufacturers of the famous Iver Johnson Champion Shotgun

This will be an age of Concrete

Just as other ages have been named after some much used material—the stone age, the copper age, the iron age—for example, so will this, in days to come, be known as the concrete age.

And it will have earned the title, for concrete is being used everywhere, more and more, every day.

Now if you are a

Rogers Portland Cement

dealer you will be right in line for making money out of this big, new business, because you can look after the needs of any small contractors who are doing jobs close to your store—can save them the trouble of hauling cement from the supply house.

And when they know the brand you handle, they'll be glad to give you their orders—for Rogers' Cement meets the approval of their architects and engineers—**Rogers' Cement is standard.**

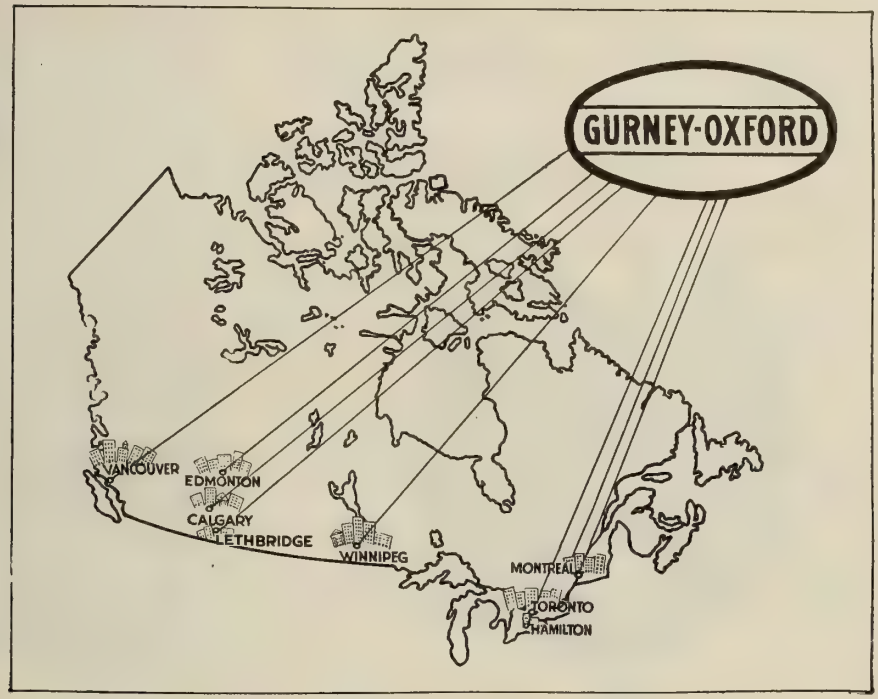
But you don't need to carry a large stock to meet their varying needs. We'll attend to that as obediently as you tell us to.

You can't find a better proposition from your viewpoint,—**so write now**, to-morrow may be too late.

ALFRED ROGERS Limited, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.

"Spreading Ourselves"



Here's Canada.

Look at the width of it, and the depth of it.

Even the youngest of us can remember when Canada was a "No account" country.

They used to call Canada "Supine."

Wait, we'll look up the dictionary and save you the trouble.

Here it is: "Supine"—"supine—lying on the back, leaning backward, negligent, indolent." Whadyathinkathat?

But you can't keep a squirrel on the ground.

Canada—bar one or two—is the biggest country on the globe. Perhaps we'll never have the most people, but what we have grade high.

See the cities marked on this map, with the lines running to them?

Those are the places where The Gurney Foundry has factories or warehouses.

We're close to everywhere.

As Canada grew we spread out like a vine on a wall.

We enlarged our "distributing facilities."

Gurney Dealers don't have to wait for goods till a train crawls like a snail (when you're waiting for goods) over one or two thousand miles of track.

If you're a Brandon man, your goods come from Winnipeg.

If you do business in Sherbrooke your goods are shipped from Montreal. And so on.

Time is money and satisfaction these days, and this wide system of distribution gives the Gurney dealers an additional argument for business — the argument of prompt deliveries.

THE GURNEY FOUNDRY CO., LIMITED

TORONTO, ONT.

Hamilton **Montreal** **Winnipeg** **Calgary** **Edmonton** **Vancouver**

The User's a good salesman—and you get his services FREE

His recommendation to his neighbors quickly multiplies sales



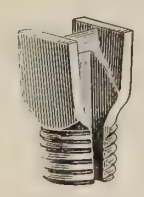
Neverslip Shoes & Calks

Save horses, time and money

Horseshoers and Horseowners unite in recommending RED TIP CALKS. **Neverslip Calks stay sharp an exceptionally long time**—and when they get dull they can easily be replaced with new ones in 20 minutes.

As no tool will do all work so no calk is made that will meet all conditions.

We have different styles of calks so as to meet every condition.



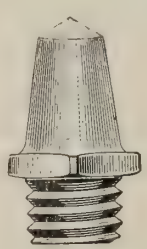
Keystone

Remember.

All good articles have imitations. To protect you against fraud and substitution

ALL GENUINE NEVERSLIPS HAVE RED TIPS.

Our booklet T gives full particulars—write for it.



No. 4



No. 5



No. 1

The
Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N. J.

Canadian Factory and Office:
559 Pius IX Avenue, Montreal





North Bros.' Freezers

Comprise the largest line built in any one plant—Hand Freezers, Machine Freezers, Confectioner's Freezers, etc.

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a freezer that has made good more than a quarter century—one that has won its way into the hearts of the housekeepers by service that satisfies, backed by quality that creates confidence in both merchant and manufacturer.

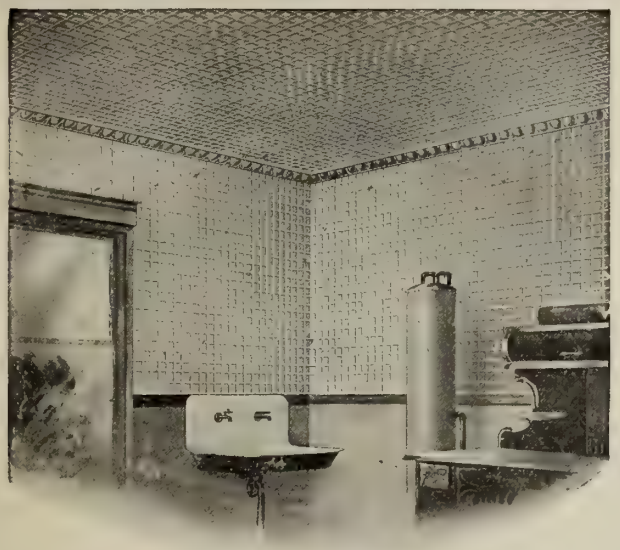
The BLIZZARD, being a low-priced freezer, makes a good running mate with either the GEM or LIGHTNING.

Now is the time to place your order for shipment later.

Your jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



Safety First

Nowadays "Safety First" is not only preached, but practised in all constructional work.

The exterior of a Home or Store may be "safe as the Bank of England," but ofttimes the safety of the whole building is jeopardized by inflammable or flimsy ceilings and walls.

The interior shown here is just an ordinary kitchen. "Metallic" interiors are all "useful patterns" and ranging upwards from the design shown they culminate in the acme of artistic decoration.

"METALLIC" CEILINGS AND WALLS

Are "Safety First" Materials—Safe as regards fire, decay, dirt, disease, insects—safe since they cannot fall and injure persons or furniture—easily and quickly applied over old ceilings and walls or over new boards or studding—economic—durable.

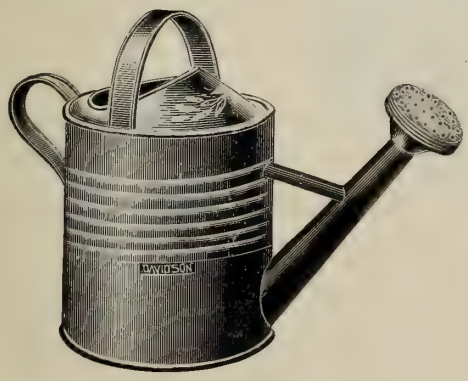
Use Metallic Ceilings instead of Lath, Plaster and Paper.

The METALLIC ROOFING CO. LIMITED

TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.

Mr. Dealer—Write for full information, catalogues and terms. "Metallic" Materials are safe for your business and safe for your customers—there's money for you in "Metallic!"

Davidson's Watering Pots



Gardens are now just being put into shape all over the Dominion, and everybody will soon be clamoring for Watering Pots.

Better Get Stocked Now

We can make prompt shipment.

Japanned Green—7 sizes, 1, 2, 3, 6, 10, 14, 16 Quarts.

Galvanized—3 sizes, 10, 16, 20 Quarts.

Tight, Sound Seams. Strongly Made Bodies.
Cleanable Zinc Roses.

The Thos. Davidson Mfg. Co., Limited

MONTREAL **TORONTO** **WINNIPEG**



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

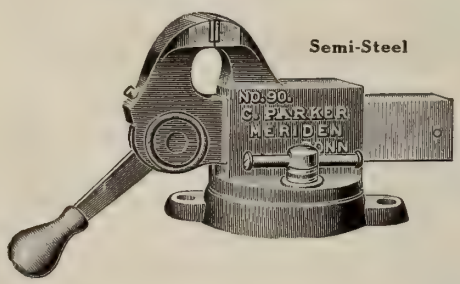
BUCK BROTHERS

Millbury, Mass., U.S.A.

The "PARKER"

Improved Quick-Action Swivel Vise

SAVE TIME AND LABOR



Made of a special blending of steel and best iron, which adds materially to the life of the tool.

All parts are interchangeable.

Write for catalogue to-day.

THE CHARLES PARKER CO.

Meriden, Conn., U.S.A.

Prepare for the dry Summer days

When they arrive your customers will be demanding garden utensils, foremost amongst which is

McClary's



Sprinklers

with cleanable zinc roses

This Sprinkler is made in 7 convenient sizes, from 1 to 20 quarts.

The Bottom, Breast and Spout double-seamed to body.

Large dome-shaped breast prevents water from spilling when sprinkler is tipped.

The Rose or Sprinkler screws on to the spout, which prevents it from becoming loose.

Made in japanned, plain tin, and galvanized.

McClary's on goods is a Quality Name.

McClary's

TORONTO, WINNIPEG, EDMONTON, ST. JOHN, VANCOUVER, SASKATOON, MONTREAL, HAMILTON, LONDON, CALGARY.

McClary's Goods Always Recognized As Quality Goods

Since its first activities 65 years ago, our now famous organization has built its reputation on the "Quality" basis. All McClary's goods bear the "Quality" mark, and prominent amongst these is our

SUNSHINE FURNACE



Its big, new feature is the inclusion of that remarkable rust-resisting metal, American Ingot Iron in two vital parts, the Dome and Radiator. This construction gives the "Sunshine" a superior feature of incalculable value to the dealer when talking durability and service.

Then there is the semi-steel indestructible fire-pot in two sections, the latter feature allowing the top half to expand independently of the bottom half and vice versa. This saves danger of cracking, a common experience with one-piece fire-pots.

And there are many other features of first importance. Write for our booklet, "McClary's Way of Heating."

McCLARY'S ON GOODS IS A QUALITY NAME.

MONTREAL TORONTO LONDON HAMILTON CALGARY **McClary's** WINNIPEG VANCOUVER ST. JOHN, N.B. EDMONTON SASKATOON



OPEN

"Majestic" Coal Chutes

(Made In Canada)



The MAJESTIC GRAVITY LATCH

Point out to your customers the following **advantages of the Majestic Coal Chute and you'll effect many sales and reap a good profit.**

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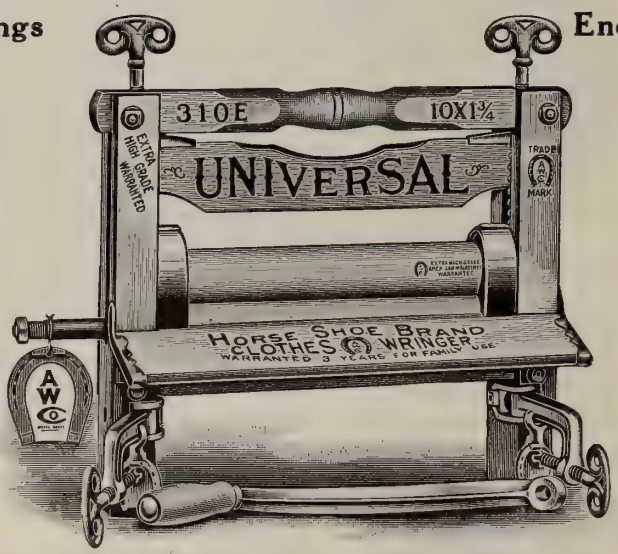
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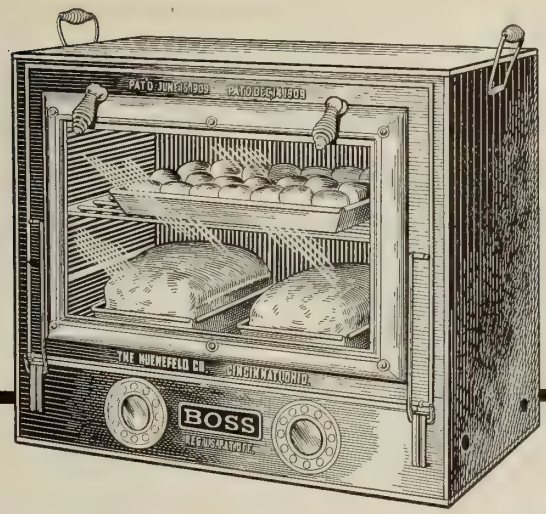
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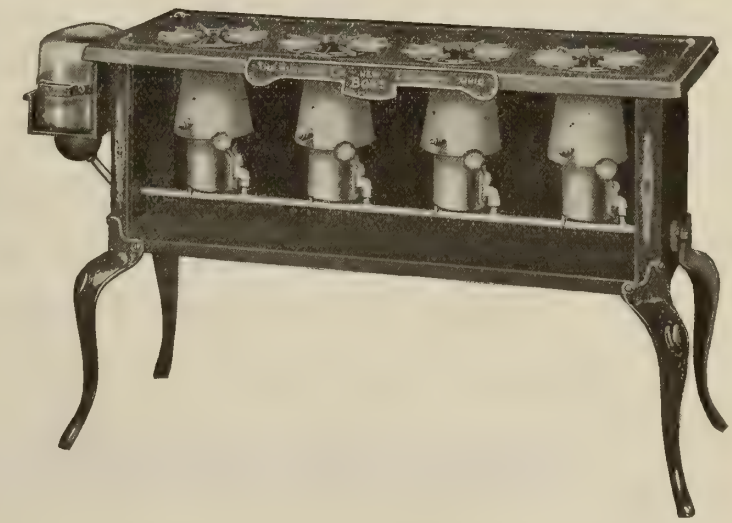
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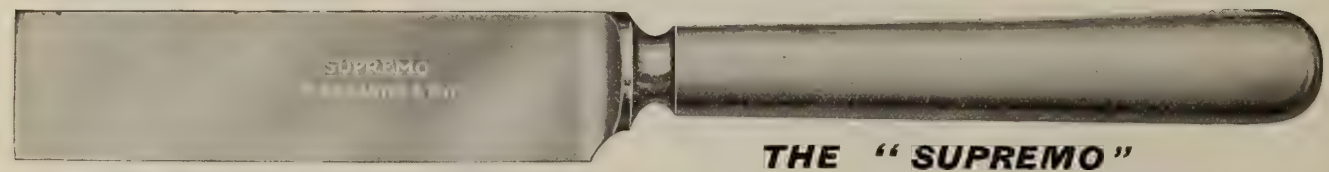
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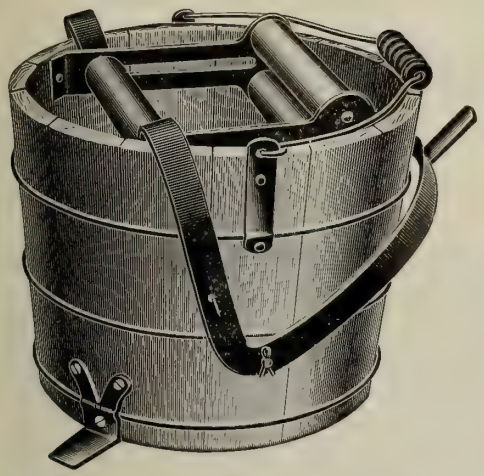
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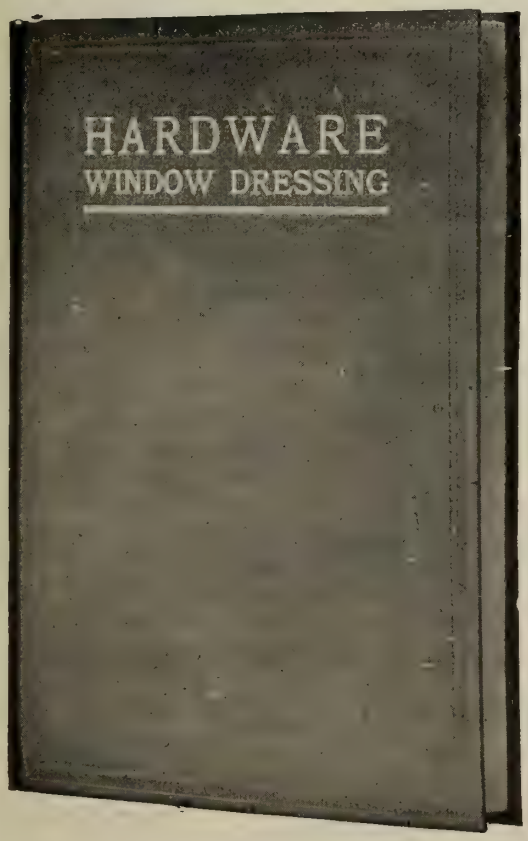
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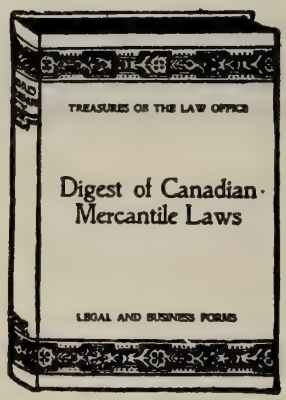
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If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can Interest written "one per cent. per month" in a note be collected by "legal process?"—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say $100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of witness, makes a verbal agreement to buy a wagon, say for $53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a Mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.———." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

"B" claims that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.

If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.

Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

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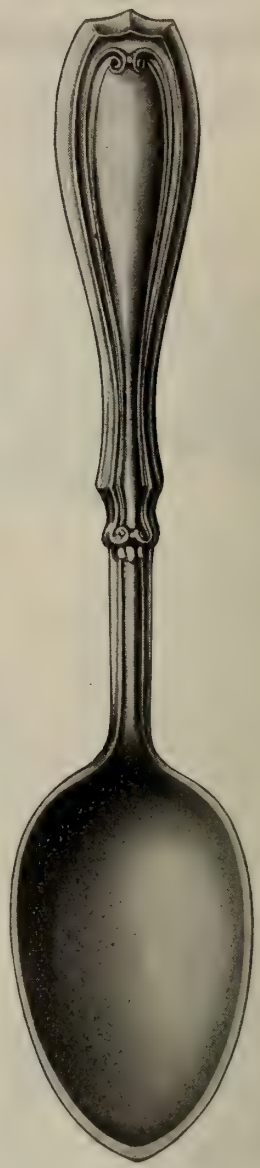
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, MAY 9, 1914. No. 19

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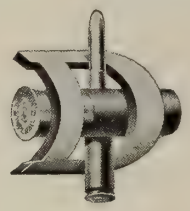
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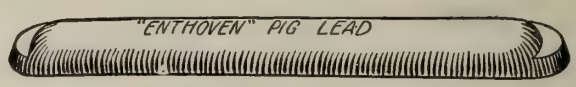
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HARDWARE AND METAL

Vol. XXVI. MAY 9, 1914 No. 19

Many Merchants Attend Alberta Convention

Problems of Vital Importance to Retail Trade Up For Discussion —Legislative and Educational Topics on the Slate—Address on Credit—Its Use and Abuse—Resolution of Retailers.

MERCHANTS from all parts of the Province attended the big convention of the Alberta Branch of the Retail Merchants' Association of Canada, held at Calgary on May 5, 6 and 7. Subjects of paramount interest to the retailer were discussed, and many of the leading merchants in the Province took part. Among the questions discussed were proposals relating to a small debt court; credits; the local newspaper and its relation to the retail trade; advertising; the pure food law, etc. The attendance at the meetings was large and the exhibition held by the manufacturers was on an elaborate scale.

Vote Down Resolution.

The retailers voted down a resolution by the Steamfitting Branch to prevent hardwaremen doing pipe work. The hardware section threatened to form a retail wholesale company if wholesalers continue to cater to consumer, especially in harness lines. There was a unanimous vote in favor of prohibition of liquor in Alberta. A resolution was passed against municipalities selling electric fixtures, fittings or other lines by retail. A more complete report of proceedings will be given in next week's issue. Among the important addresses delivered was one here appended:

Address on Credit.

One of the addresses presented at the convention was by C. L. Carter, Calgary, secretary-treasurer the Canadian Credit Men's Trust Association, Alberta Division, on "Credit—Its use and abuse." It is given almost in its entirety as follows:—

"In all cases credit should represent positive values, and should be at most a very limited anticipation of those values, or, to simplify this statement, a merchant should be reasonably certain that his customer is or would be financially responsible for a much larger sum than the amount of credit extended.

"Credit always implies the confidence of the creditor in the debtor, and a "Credit System" is one of general confidence of people in each other's honesty, solvency and resources.

"By means of a credit system a comparatively small sum of money can be used as the basis of a number of different transactions, but it is indispensable for every good system of credit that money must be instantly available when required, and this principle applies to every species of transaction where postponed payment is concerned. Nations, banks, mercantile houses great and small, the retail merchant and the consumer must conform to this law of finance, and when it is broken confusion arises immediately.

"While, as I have said said, the principles of credit remain unchanged, conditions regarding same have gone through a process of evolution which renders the methods of the credit of the day entirely different from those in use even thirty or forty years ago.

The Man Who Comes and Goes.

"In every comparatively new territory there are a certain number of irresponsible and frequently dishonest merchants who spring into business as mushrooms grow up in the night, a menace to the wholesaler and the legitimate retailer alike, and who just as quickly vanish, (and in many cases their merchandise vanishes with them). It is to combat propositions of this kind that the present modern methods of credit have been evolved. This does not mean in any way that credit has been restricted, but by systematizing its conduct it is now more intelligently dispensed, and by eliminating the unworthy customer, the wholesaler is in a better position than ever before to contribute to the requirements of those who merit his confidence.

"By this procedure the wholesaler not only protects himself by minimizing his losses through bad debts, but he also upholds and maintains the interests of the reputable hard-working merchant who suffers just as directly and just as severely from the depredations of these mercantile pirates, who do not care whom they injure in carrying on their fraudulent transactions.

"There are certain qualifications in his customer which the wholesaler has a right to expect, and there is a certain protection which he has a right to demand. Among the qualifications are character, or honesty, ability, and capital. The first is easily the most necessary of all, the second is essential, the third very desirable, but given the first two, honesty and ability, the merchant will prove a much more satisfactory customer than, if possessing ability and capital, his business methods are yet not above criticism. I do not imply that the latter is an unsafe customer—tangible assets are always an important factor as a basis for credit—but I do mean that no wholesale house can have absolute confidence in a merchant, however well-to-do, if his reputation for fair dealing is questionable.

Need of Adequate Insurance.

"I have said that there is a protection which the wholesaler has a right to demand. His goods should be properly housed, properly cared for, and if credited out in turn, the utmost care should be taken to see that these credits are directed in the safest possible channels. I need not lay emphasis on the necessity of adequate protection from loss by fire. Every facility is offered the present-day merchant in securing insurance

in reputable companies and every business man owes it to his creditors (if he has any)—to himself and to his family in any case—to make ample provision along this line against the possible destruction of his merchandise and buildings by a devastating fire. I am not here to talk insurance but I would like to say while on this subject that too much care cannot be exercised in the selection of the insurance companies and in seeing that policies are correctly written.

"Business experience is also a good asset for the prospective customer, but I have not considered this absolutely necessary. Many merchants with years of experience behind them have failed most disastrously, and many with the most superficial training have been entirely successful. In checking carefully the causes of failure in a number of insolvent concerns which have come under my personal notice, I find the great majority of these were due to lack of business ability. Under this heading I include over-buying, injudicious selection of stock, over-crediting, and inability to compete with more alert and better trained opposition. Want of capital was of course also contributory, but I do not hesitate to say that the result while perhaps postponed would inevitably have been the same.

Fraudulent Cases Few.

"Dishonesty was apparent in a few instances, but I think it is only fair to say that in most of these deplorable cases the fraudulent features did not appear to have been premeditated, and only developed when other conditions made the situation hopeless.

"And now after the wholesaler or his credit man has satisfied himself that the customer is worthy of credit, and shipped the goods, the question of payment comes. It is customary for purposes of convenience to pass drafts for the amounts due according to terms of the sale. This procedure has a double advantage. It gives the wholesaler the use of the amount involved immediately, enabling him to meet his own obligations, and it also permits the purchaser to provide for the payment by simply depositing the amount in his home bank, and thereby saves him the trouble of remitting. This banking arrangement is merely one of the many illustrations of the advantages of a credit system in the commercial world. These drafts are accepted by the customer in due course, (or at least they should be if correct, and in accordance with terms arranged) and are supposed to be paid at maturity. It may be unnecessary for me to remind you of the advisability of checking all invoices and statements very carefully, as even wholesalers make mistakes occasionally, and it is wise to assure yourself that your accounts are accurate.

No Trouble to Get the Money.

"I remember reading one time of an instance where a good customer of a wholesale concern being in town called at the office of these people, and purchased an expensive saddle. The salesman recognized the man as a favored customer, but after he had left, taking his purchase with him, the clerk discovered to his dismay that he did not remember the name of the customer. He accordingly went to the manager in his predicament and after some consultation the manager said "Get a list of forty or fifty of our best customers from the accountant, charge the saddle to each of them, and those who did not get it will kick. The man who did will pay for it.'

"A month or so afterward, the incident recurring to him, the manager went to the salesman, and asked, 'Well, John, how did you make out in that saddle transaction?' 'Fine, sir, fine!' said John. 'Forty-one customers have paid for it to date, and only two have written in to say they have not received the saddle.'

"I cannot vouch for the truth of the story, but am sure in any case that it could not have happened in Alberta.

Many Drafts Returned.

"To return to the drafts; I have stated these drafts are supposed to be paid at maturity, but as a rule a comparatively large proportion of them is returned to the drawer. This proportion varies according to the financial conditions existent in the territory in which the transactions occur. The fact that his drafts are not met promptly does not by any means indicate that the merchant's affairs are in an unsatisfactory condition.

"Many circumstances may contribute to the situation — business depression, unseasonable weather, strikes, inability to realize on his accounts. These or other causes all have their influences, and in many cases it is unavoidable. But I want to point out, and I cannot emphasize this too strongly, that while the wholesaler makes every allowance for the customer who is unable to pay or pay in full, and is always ready to afford reasonable assistance on these occasions, there is absolutely no excuse for the merchant who persistently ignores his maturing paper, without even taking the trouble to advise his creditors of his inability to meet these obligations. Wholesalers have their own troubles and nothing can be more discouraging than to have a sheaf of drafts presented every morning with the notation 'No response to notice' marked by the bank thereon.

"One would almost imagine from the indifference with which some merchants treat their obligations that the wholesale houses had unlimited capital at their command and the return of a few thousand dollars' worth of paper an hour or so before the bank closes were a mere item in the day's work. This is far from the truth as the wholesaler has thousands to provide for where the retailer has hundreds, and this unbusiness-like treatment of drafts is not only therefore a serious inconvenience to the creditor, but it also shakes his confidence in the debtor whose affairs are conducted in so loose a manner.

"On the other hand when a merchant finds himself unable to meet a maturing bill, or is only in a position to pay part of same, how easy for him to sit down a few days before the due date of his obligation and manfully write his creditor to his effect, stating briefly the cause of his embarrassment, and it is a rare instance indeed when the necessary assistance is not promptly forthcoming. Note the different aspect of the whole situation—the debtor has done the best he could under the circumstances—the creditor is in a position to make ample provision for the returning paper, and what is perhaps more important, his confidence is strengthened in the customer who has shown conclusively that he is conducting his affairs in a proper and business-like manner. The merchant who does not do this is not only a source of annoyance, and frequently, loss to his suppliers, but he is also a detriment to the interests of his fellow merchants, and the sooner he is out of business the better.

Knowing Where One Is At.

"It is perhaps unnecessary for me to refer to the importance of the financial statement in establishing a credit. It is not only a question of the creditor having full knowledge of the business affairs of his customer, but it is also a question of the customer knowing exactly his own position at all times, in order that he may intelligently carry on his transactions. Too much care cannot be exercised in preparing these statements. Due allowance must be made for depreciation, shrinkage, bad debts, and the hundred and one details that encroach on the profits of a business. Even if he errs on the conservative side, it is much better for a man to be better off than he thinks he is than to think he is better off than a closer investigation of his affairs would warrant. In the latter case he is apt to make undue drafts on his business, and this in the end frequently leads to disaster. In analyzing his financial statement as a basis for future expenditures, due consideration must be given by the merchant to his volume of business as compared with his operating expenses. Assets will quickly disappear

(Continued on page 58.)

Modern Equipment to Facilitate Merchandising

The Hardware Store of C. T. Laird, Regina, Possesses Many Model Features—One of the Predominating Features is the Excellent Manner in Which Goods Are Displayed.

By Norman A. Ruse, Publicity Commissioner, Regina.

A HARDWARE store with an economical arrangement and an exceptionally good display space is that of C. T. Laird, of Regina, Saskatchewan. The store is of the dimensions of 25 ft. by 112 ft., and silent salesmen line each side for almost the entire length of the store. These cases also do duty as counters. At the rear of the store is an elevated office from which Mr. Laird has an unobstructed view of all parts of the store, and the workrooms at the rear.

Mr. Laird went West in 1900, and for the first five years conducted a business in Indian Head. He then decided to seek a larger field, and settled in Regina. His first store in Regina was at 2118 Eleventh avenue. His trade grew, and an addition to his selling space was required. A disastrous fire caused a setback to his business for a time, but he rebuilt his store and put in a new stock. He continued business at this stand until 1913, when he leased a three-storey block on Hamilton street, Regina—one of the main thoroughfares. Half of the ground space he re-leased to a restaurant, and the two upper storeys are rented as business offices.

His present store is well arranged, and is said to have every convenience known to the hardware trade to facilitate rapid and easy merchandising. Wall fittings and shelving, sample glass front drawers —a battery of self-measuring oil pumps with a gasoline auto filling station on the street in front of the store, are all attached. Five silent salesmen and glass walled cases add materially to the appearance and convenience of the store.

Recently, Mr. Laird decided on a new departure and appointed Mr. Humphries, an eastern hardware man with wide experience, as store manager.

Mr. Laird is a great believer in advertising, and always endeavors to pull off something original. In this way his advertisements attract more than passing attention.

Hardwaremen will be particularly interested in the manner in which all lines are displayed. An exceptionally large space is devoted to household goods, and as shown in the photograph, a large stock of enamelware, tinware, aluminumware, japanned ware, etc., is carried. In this department silent salesmen are used to display cut glass, coffee percolators, tea sets, trays, electrical appliances, etc.

The tool department is also sampled attractively, and mechanics visiting the store can see at a glance a large range of tools, neatly sampled. The shelving extends to the ceiling and the upper shelves are accessible by means of sliding ladders. That Mr. Laird believes in modern equipment as a means of facilitating merchandising is evidenced by the splendid equipment shown in the accompanying illustration.



Interior view of C. T. Laird hardware store, Regina, Sask.

HARDWARE AND METAL

VOL. XXVI. No. 19 Toronto, Canada, May 9, 1914 Two Dollars per Year

Watch Your Credits

AT this season of the year, and, particularly during the present year, the retail hardwareman should watch credits closely. Many people in purchasing spring supplies are inclined to overbuy and will purchase more than they can conveniently pay for. It is therefore important that if at all possible, a settlement should be made at the time of sale. In extending credit to customers it is a good plan to have an understanding as to the length of time the account is to be allowed to run, also as to the amount of credit to be extended. There is no good reason why a retail hardware merchant should be compelled to wait for 2 or 3 years or longer for the settlement of an account—and yet you find such a condition existing in many instances. The retailer should adopt a set rule for credit accounts, and stick to it. The manufacturers and jobbers have specific terms of sale.

The terms are definitely stated in every quotation and on every invoice. The jobber or manufacturer does not consider it discourteous; nor does he hesitate to demand payment at maturity. Compliance with terms is expected and no time is, or should be lost in inviting attention to delinquencies. What about the retailers? In some cases a strictly cash business is carried on. Others demand settlement every 30 days and still others—and many of them—have no set rules. In some cases the terms are "payable at your convenience." Some customers adopt the slogan: "Let the hardwareman wait," and the result is that the hardwareman is often making excuses to the manufacturers and jobbers, for slowness in meeting payments. The retailer is not permitted to overlook that he is expected to comply with terms—why should the customers of the retailer be allowed to do so? It is claimed that the great diversity of resource and occupation makes it almost impossible to fix retail terms as uniform and general as can be done by jobbers and manufacturers but this does not justify the prevalent neglect in fixing terms in retail credits. On the contrary this very diversity makes all the more necessary that terms be specifically agreed on with every credit customer. A credit manager in speaking on the subject said recently:

"The terms in each case should be made to fit the condition and resource of that customer; or, if the requirements of the customer cannot be logically met, the credit should be declined. The terms agreed on should be specific; and payments, not voluntarily made as agreed, should be asked for, and, if necessary, insisted upon. Weekly accounts should have weekly attention; monthly accounts, monthly attention. Accounts, running longer than a month, unless closed by note, should be kept before the debtor by monthly statements, each statement showing prominently the maturity date.

"The developing and enforcement of such system does not preclude consideration and even latitude in cases where conditions have changed through unforeseen reasons, so that a customer is unable to fulfil his agreement."

The Business Situation

THE advent of warmer weather has stimulated business in many lines pertaining to the hardware trade and retailers are finding a ready sale for many lines of spring goods. With continued fine weather prevailing, the trade should be very busy for the next few weeks. While it cannot be said that business is booming, a very fair volume is passing, and considering general conditions since the first of the year, the hardware trade has little room for complaint. Hardware jobbers have been busy since the first of the month. The metal markets are still quiet and buyers are cautious. The paint season for the retailer is just starting and from now on there will be a steady demand for painting materials. In some centres much additional business is being secured through the boosting of the "Clean up and Paint up" movement. Stove manufacturers report business as only being fair, although there is a good demand for gas ranges, summer stoves, etc. Credits are being closely watched, and collections generally are fair.

An extract from a recent issue of Financial Post says:

"In the meantime manufacturers and jobbers generally are exercising the utmost care with respect to the giving of credit and do not manifest any particular anxiety to make sales except to buyers in an unquestionable position.

"It will be noted that in the West bank clearings continue to contract abnormally. During the last week in April the contraction was over 20 per cent., and for the entire month was equal to that figure. In the East the contraction is not quite so marked. It is felt, however, that Eastern Canada is beginning to feel more acutely the continued depression in the West. As we have indicated, the inclination of the West to mixed farming and the already larger shipments of livestock ought very soon to improve the outlook there. Bankers are extremely hopeful as they have reason to be by the marked improvement in their own position during the past three months."

A Strong Indictment of Price-Cutting

IN another part of this issue appears an article on price maintenance, which is perhaps the strongest presentation of the case against price-cutting that has yet been seen. It shows conclusively the inevitable consequences of retail price-cutting. When a retail merchant starts to cut an established price he just hurts himself, then his competitors and finally the manufacturer and the public. Everyone suffers. The price-cutter leaves a trail of blasted profits and vanished service in his wake.

The article is well worth reading. Written from one standpoint only—cutting established prices—it nevertheless serves as a sweeping denunciation of price-cutting in every phase. It presents the matter in what, to many, will be a new light.

The Mail Order Menace

ELSEWHERE in this issue an announcement is made regarding the incorporation of a new mail order house which it is said will have headquarters in Winnipeg. The new firm is capitalized at $1,000,000.

Every time a new mail order concern starts business in Canada it means extra loss of business to merchants in the small towns, for they are affected most. The mail order houses to-day are doing more damage to the small towns and small town merchants than anything else. The mail order houses are splendidly organized and the pendulum is at present swinging with them. Many of the people in the small towns do not realize the necessity for loyalty to their home industries. In some cases the retail merchants are themselves to blame to some extent on account of their lax and unaggressive methods. In other cases there are merchants who are making splendid fights against the inroads of mail order houses, but even by adopting aggressive methods and endeavoring to hold the trade at home, they stand to lose a large volume of local trade. The business of some mail order houses has reached alarming proportions. In the city of Chicago there are two mail order houses that did over $164,000,000 business last year. Another mail order house organized three years ago has grown at a wonderful rate and the annual turnover has reached several millions of dollars. American small town retailers are feeling the effects of mail order competition to a greater extent than Canadian merchants. Canadian mail order houses have been aggressive and the volume of business they annually secure from small towns in Canada, runs close to the $100,000,000 mark. The advent of another mail order house means that in addition to the new firm in the field the older houses will be even more aggressive than they have been in the past. In the United States a national society is being formed to help the country merchants. The organization will be called the Home Town Organization of America. The purpose of the organization is to bring more business to the country merchant.

In creating the organization the members claim no altruistic motive but solely the purpose to help the country merchant adopt more modern methods so that he may sell more goods, put up a stronger competition against the mail order houses, and so become a larger purchaser from the wholesaler and jobbers.

The Home Town association makes an appeal to the country merchant to advertise, hustle, hold and build up his trade. Further than that it appeals to the farmers and local public spirit to trade at home and thereby help to build up the home country town. The local towns and the local merchants are of inestimable value to the farmers, but without the patronage of the latter the former cannot expect to prosper to any large degree. Home Town organizations should be started in every town in Canada, and the retail merchant should be at the back of the organizations.

Editorial Briefs

ANOTHER MAIL ORDER house for Canada.

* * *

ADVERTISE AND YOU will know few dull days.

* * *

SPRING HOUSECLEANING is now in full swing.

* * *

ARE YOU FEATURING spring housecleaning requisites?

* * *

HE FEELS THAT every man and woman is a prospective paint customer.

* * *

ARE YOU THE missionary of the gospel of good paint in your district?

* * *

BECOME ACQUAINTED with the regulations governing the sale of poisons.

* * *

WITH THE ADVENT of warm weather comes increased business—and profits.

* * *

MODERN STORE EQUIPMENT is one of the greatest assets of the live hardwareman.

* * *

IF PEOPLE JUDGE an ad. on the first glance, some advertisements must have a cruel impression.

THESE ARE THE days for the merchant who wants to make his show window pay big dividends.

* * *

THE "CLEAN UP AND Paint Up Campaign" is off to a good start. Do your share to help it along.

* * *

THE KEEN PAINT salesman—may his tribe increase—finds much stimulation in these bright Spring days.

* * *

NOW THAT THE BALL season has commenced it is anticipated that the delivery boy will again lose a grandmother or two.

* * *

ALBERTA MERCHANTS discussed some important business questions at their convention this week. Watch for full report in next issue.

* * *

THE WESTERN EDITOR of Hardware and Metal writing on the train from Saskatoon to Edmonton states that conditions in the smaller towns such as Yorkton, Humboldt, Wilkie, Wadena and others of similar size have been adversely affected but little by the trade depression. This, he says, is due to the fact that the people were not caught with large real estate holdings when the slump

Making a Strong Plea for Price Maintenance

One Price in All Stores at One Time—An Article Dealing With Uniform Standardized Products on Which the Manufacturer Has Tried to Name a Uniform Price.

By William Hard, in Everybody's Magazine.

KOLYNOS Tooth-Paste, and Kellogg's Corn Flakes, and the Ingersoll Watch, and Cheney's "Shower-Proof Foulards," and hundreds of other well-known and widely-wanted products are so well known and so widely wanted that various retailers every now and then make up their minds to do their best not to sell them at all.

Why? They are being cut-priced in the retail market. They are "leaders." They are too prominent. Their names are too famous. They have climbed too high. Down with them, under the counter; or, better, if possible, out with them through the door!

The more readily the public purchases them at such times, the more reluctantly the retailers handle them.

Sounds like a madhouse. Is a madhouse. And getting madder every day, ever since the Supreme Court of the United States wandered into it.

The Ultimate Consumer rejoices, and smells the Bargain Sale afar off, and gambols like a young goat upon the mountains. He reads the cut-price advertisements in the papers, speeds to the madhouse, buys a few "leaders" and "bargains" and a great many other things that are not leaders and not bargains, and then goes his way highly pleased with himself—and crazier than any of the patients.

This article is written to give him—and her—a glimpse at the interior decorations of the Bargain Scheme of Selling Standard Products—and at what it does to the production and distribution of good goods.

Cheney's "Shower-Proof Foulards," for instance.

A friend of the people in Boston prominently advertised his determination to sell Cheney's "Shower-Proof Foulards" across the silk counter of his store at a big cut from the regular price. Competitors of his, owners of other retail establishments, took a look at his advertisements, buzzed in haste for stenographers, and began dictating advertisements in reply.

Within a few days, cut impinging on cut, Cheney's "Shower-Proof Foulards" were being sold in Boston at as low as fifty-seven cents a yard.

There was just one disadvantage to the retailer in continuing to sell these goods at that price. He had to pay a higher price himself to the manufacturers. He had to take sixty cents of his own money and hand it to Cheney Brothers, silk manufacturers, in order to get a yard of their "Shower-Proof Foulards" to pass on to the public at fifty-seven cents.

As often as he passed it on, he lost three cents plus a good many more cents representing his rent and his salaries and the rest of his cost of doing business.

It was time to ring for ice-water and a few padded cells.

So then, right then, the punishment of Cheney Brothers began. They were utterly and shiningly innocent. They hadn't started this cut-price trouble. They had objected to it, clamorously. It wasn't their crime at all. But they were punished for it just the same.

For, right then, various retailers in Boston began to be aweary of Cheney's "Shower-Proof Foulards." They began to think scorn and disgust for the behavior of an article which had gone and got itself beaten down below the profit-level. They began to be filled with admiration and affection for the character of certain other foulards, charming foulards, on which there had been no such bargain advertising, on which the public had not yet been led to expect an unreasonably low price, and on which a profit could still be made.

That season, in Boston, the sales of Cheney's "Shower-Proof Foulards" fell off from their customary total by more than a third.

Something had been done to the Ultimate Consumer. The retailers, instead of giving her what she wanted to have, had been giving her what they wanted her to have.

When she went into her favorite store to buy Cheney's "Shower-Proof Faulards," they were no longer in stock. They had been sold out and no more of them had been ordered.

Or else, more usually, though they were still in stock, they were occupying the background and obscurity, while other foulards were occupying the foreground and the conversation of the salespersons.

The result, as the sales-record proves, was that thousands of persons who had customarily bought Cheney's "Shower-Proof Foulards" were induced that season to buy other foulards instead. They went in to get one thing. They came out with another. Their access to the one thing they knew they wanted had been narrowed, and it had also been planted with diverting hedges and mazed with alluring by-paths leading towards other things, substitutes.

I do not say that the substitutes were not just as good. Their goodness is not here the point.

The point is the substitution itself. If you really want foulard A and get foulard B, foulard B is a substitute.

And here we come to the seeds in the core of retail merchandising.

The Ultimate Consumer has a right to expect that her retailer shall exercise an impartial judgment in her behalf with regard to those two foulards. But it is preposterous to think that he will do so when Price-Cutting has taken the retail profit out of foulard A. "On the whole" and "in the long run" and "by and large" and "taking one consideration with another," the mass of retailers will "push"—successfully—the wares on which the retail profit still exists, and they will "knock"—successfully—the wares on which the retail profit has been destroyed.

That is not good for the public. It is very bad. And it is especially and particularly bad when you go on to the next point in it.

What had Cheney Brothers done to deserve that extremely painful contraction of their sales in Boston?

They had succeeded, as various other textile manufacturer have succeeded, in giving their products a good name. That's what they have done. They had spent some eighty years making the name Cheney mean something, and something right, on bolts of silk. That's the fault they had committed.

That was why the friend of the people made such a stir in the pocketbook of the Ultimate Consumer when he announced that he would cut a Cheney product. That was why competitors felt obliged to meet his cut and go under

"Price-Cutting," as spoken of in this article, has nothing to do with potatoes or spring hats or any other commodity subject to fluctuating prices and closing-out sales. It has only to do with Uniform Standardized Products on which the manufacturer has tried to name a Uniform Standard Price.



When you see a lot of cut prices on standard products, remember you are seeing in most cases an injury to the manufacturers of those products an injury to true competition, and a final injury to the buying public.

it. That was why the sale went on and on to its disastrous finish.

So now you see how to do it. Make a product. Make an individual product. Remember that. Individualize it. Put personality into it. Make it different from other products. Give it a name to be known by. Make that name known favorably. The public wants your product. It becomes famous. Then the Price-Cutting will begin. Then the destruction of the retail profit will begin. Then the unwillingness of the mass of retailers to "push" your product will begin. Then their eagerness to sell substitutes for your products will begin. Then the contraction of your sales will begin. And you will be punished for having made a uniform, standard, individualized, named and known product.

But that is precisely the kind of product which is the peak of modern manufacture and which the Ultimate Consumer most wants.

The Fate of Cosmo Buttermilk Soap.

See, then, the contending forces:

On the one side, Price-Cutting and Substitution, fortified by certain recent decisions of the Supreme Court. On the other side, the growth of Individuality in Manufacture and, along with it, the One-Price System.

It is the manufacturer of the individualized product who has tried to say to the retailer: "One Price—to All Consumers at All Times!"

He is driven to this policy. He remembers what happened to Cosmo Buttermilk Soap.

It was a famous soap in its day. Its regular price, retail, was ten cents. That was the price at which the manufacturers asked the retailers to retail it. Asked.

At this point some of the members of the Judiciary Committee of the House of Representatives begin to fear with a great fear.

There is a bill in Congress saying that the manufacturer may bind the retailer to retail his product at a settled price, at one price, with no price-cutting tolerated. This bill was introduced by Mr. Stevens of New Hampshire.

Many Congressmen are troubled, sincerely troubled. If the Stevens bill were passed, what would prevent the manufacturers of Cosmo Buttermilk Soap from binding the retailer to retail their soap at twenty cents—or at a dollar? And then think how the public would be plundered!

The poor innocent manufacturers of Cosmo Buttermilk Soap! They didn't know that the game of business was so easy. They were in it. They would have liked well enough to sell their soap at a dollar or at ten dollars. But they couldn't. And the reason why they couldn't was so simple and so annoying. Their cruel competitors wouldn't let them.

The world seethes with the suds of the soaps of competing soap-manufacturers. The manufacturers of Cosmo Buttermilk Soap had to get down into that competition and swim. They swam. They compared their soap with the other soaps, the countless other soaps, already on the market. They decided it could hold its own in the ten-cent class. They risked their money on their guess, and offered it at ten cents. And they won. They won by verdict of the public itself.

The public bought Cosmo Buttermilk Soap at ten cents, compared it on its own account with other ten-cent soaps, decided that it was a good soap at the price, and then came back and bought it again—and again.

Cosmo Buttermilk Soap became prosperous, competitively; and its name, its trade-mark, became valuable—so much so that its owners were offered more than a quarter of a million dollars for it, and declined.

But there was a danger. The danger was in having any name at all. The danger was in being individualized.

Let me shift for just a moment from soap to coffee.

Here's a coffee quite nameless, lying in a bin. Well, you can't hurt it, no matter what price you sell it at. And the Ultimate Consumer does actually buy it at thirty-eight cents and goes her way still highly pleased with herself. She doesn't know that it also sells at twenty-five cents a pound.

I mention thirty-eight cents and twenty-five cents out of real life. The Association for the Improvement of the Condition of the Poor in New York City has been inquiring at length into retail prices. Here's a coffee shoveled out of a bin and taken to a certain store. There it sells at thirty-eight. It is shoveled out of that same bin and taken to a certain other store, owned

by the same firm, and there it sells at twenty-five. Anonymous coffee.

And tea. Emerging from its sack, it travels to one store and sells at thirty-five cents a pound. Emerging from the same sack, it travels to another store, owned by the same firm in the same city of New York, and sells at seventy. Anonymous tea.

Happy anonymous commodities! The Ultimate Consumer buys them at one price here to-day and at another price there to-morrow, and all is as merry as an Oriental bazaar. She can't remember anything against them because she can't remember them. She looks into their blank identical faces and there's nothing to remember them by. They can be sold to her at a score of different prices and she doesn't know it.

But:

UNIVERSAL DEPARTMENT STORE

BARGAIN SALE

COSMO BUTTERMILK SOAP
NOW THREE CENTS

The Ultimate Consumer remembers that. "Cosmo Buttermilk Soap." "Three Cents." The name and the price.

Enter, then, lady into neighborhood grocery store.

Lady: "Cosmo Buttermilk Soap."
Grocer: "Ten cents."
Lady (sweetly): "Robber!"
And, exit, one lost lady-customer.

Grocer sits down and writes to Cosmo Buttermilk Soap manufacturers:

Gentlemen:

You sell me your soap, like everybody else making standard articles, at price which gives me only narrow margin for profit. And now you let Universal Department Store, this city, sell your soap for three cents. If you look for any more business from me you will be looking longer than I will live. Please cancel the order I sent you yesterday. Everybody told me you was a snide firm, and now I know it.

Yours respectfully,
_____.

There are millions of such letters in the files of the manufacturers of individualized products.

The price of an individualized product is as much a part of its individuality as its name. Demoralize the price and you demoralize the product.

A Forest-Fire in Soap.

In Reading, Pennsylvania, there were ninety retailers handling Cosmo Buttermilk Soap. It wasn't a cut-price war. It was a mob massacre of a defenseless commodity. The price was trampled down to three cents and kept there, an advertisement for the retailers who were doing it and a quick death for Cosmo Buttermilk Soap.

Death—because, in the end, the reputation of Cosmo Buttermilk Soap was totally destroyed. All the Ultimate Consumers residing in that city got it marked down in their minds as a three-cent product. It wasn't. It couldn't be made and sold at that price. But the public couldn't be got to go above that price again. Whereupon, its reputation having gone, its value as an advertisement for the retailers went too. As for the retail profit on it, that had gone long ago. There was nothing left in it. And eighty of the ninety retailers threw it out of their stores.

Reading was imitated by city after city. It was no longer a local massacre. It was a forest-fire, catching and spreading. The firm which was manufacturing Cosmo Buttermilk Soap was not old enough or strong enough to make any effective resistance. Within two years virtually the whole of its area of distribution had been burned over and left bare.

A young firm, a new product, a competitive price, the public pleased. Just the kind of thing that must be fostered forever in order that industrial and commercial progress may never cease among us. Slaughtered—by the firm's own distributers—over whom it had no control!

Cosmo Buttermilk Soap was revived—a bit. But it has never come back to as large a sale in a month as it used to have in a morning.

How can it said to be good for the public to be blocked off like that from a product it had proved it wanted?

It was an extreme case. It was extreme in the completeness of its finish. It was not extreme in any other way. There is not a community in the United States this moment in which the sales of well-known and widely wanted products are not being contracted by Price-Cutting.

This Price-Cutting may be done by local stores or it may be done by distant mail-order houses. The result is the same. The same old result. Retail profit in those products diminished or destroyed. Angry retailers. Fresh drummer who comes into retail stores and says to retailer: "Now here's a product your customers don't know much about. But push it. There's a big retail profit in it for you." Substitutes. And the distributing channels through which the well-known and widely-wanted products must reach the public are artificially clogged and choked.

Mr. Babbitt—He Did It.

It should all be blamed on great and courageous innovators like Mr. Babbitt.

Mr. Babbitt saw soap, simply soap, long bars of anonymous soap, being sawed into chunks by retailers. You took your chunk home and if it didn't behave well in the water, you blamed the retailer for carrying poor soap. You went to another retailer. But there you perhaps got the same soap. You couldn't tell. There was no name on it.

Mr. Babbitt saw his chance. He sawed his soap into chunks in his own factory and wrapped each chunk in a piece of paper and put his name on the paper. But it was a chance, this chance he took. For if you didn't like Mr. Babbitt's soap, you could spot it by its name instantly in every other retail establishment in the world. And you never bought it again.

Mr. Babbitt, and men like him in hundreds of other lines of business, went straight over the heads of the wholesaler and the retailer to the people. They conducted referendums. The people voted directly on their products.

For these products, therefore, these men changed the whole nature of merchandising. If the vote of the people was unfavorable, it didn't hit the retailer so very hard. It went back full-force all the way to where the soap started, and hit the manufacturer. On the other hand, if the vote was favorable, if the people liked the soap and kept on buying it, they bought it not because of the retailer but because of the name, because of the manufacturer.

It was a commercial revolution. In came an era of fiercer competition than had ever before existed between manufacturers.

Competition—In the Factories.

The manufacturers of named and known products—in hardware, in jewelry, in clothes, in toilet articles, in furniture, in plumbing, in everything—couldn't save themselves by intrigues with the wholesaler and retailer. They couldn't trust to mere "pull" and "secret arrangements" for the "pushing" of their wares in wholesale and retail establishments. Their wares had names. They were out in the open, competing with all other similar wares, face to face, glovelessly, for the verdict of the public ieself, each manufacturer standing or falling by what the public itself finally said.

That era is the era we now live in. True competition to-day in the price of named and known articles is not in the retail stores at all. It is in the factories. And it glows and flames there with a fire hotter than was ever before kindled in the modern industrial world. It is the most competitive competition ever invented.

And it is dashed and quenched by Price-Cutting.

(Continued in next issue.)

Featuring Sporting Goods in the Show Window

Hardware and Metal Representative Impressed With Timely Display in Show Window of A. E. Bregent, Montreal — Store Attractively Laid Out.

MONTREAL, April 24, 1914.—"In the spring a young man's fancy lightly turns to thoughts of—" sport. On the corner lot, the public playground, or any old place the small boy, and bigger boys, too, are out with baseball outfits, and every male being with red blood in his veins is thinking about sport—of baseball, tennis, canoeing, fishing, hunting or something of the kind. It is the harvest time for the hardware dealer. It is the time to feature sporting goods and to get the people thinking about "your store" as the place in which to get what they want.

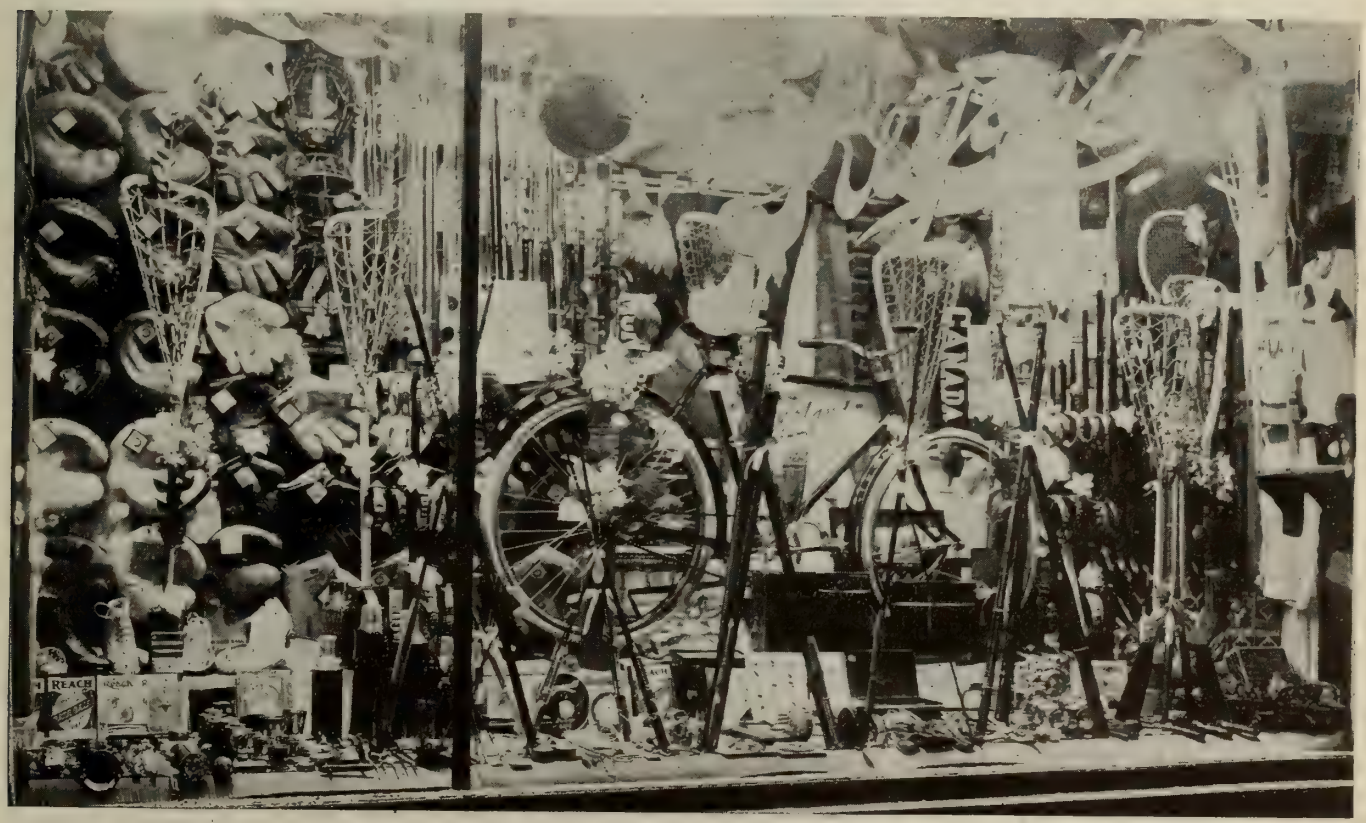
Walking along St. Catherine Street, in Montreal, a few days ago, a representative of Hardware and Metal was impressed with a very timely and comprehensive display in the window of A. E. Bregent, a specialist in sporting goods. While simplicity is often preached for window trimming there are occasions when a great mass of goods can be utilized to good advantage, and this window seemed to offer a good example of it. Certainly there was lots in it, but the display was tastefully arranged, and when one came to look over it and analyze it, it seemed necessary that everything should be there in order to carry out the scheme of the window trimmer—namely, that the time had come to buy spring sporting goods, and this store had everything needful. The accompanying photograph will give some idea of the general lay-out and the goods used, though, of course, a lot of the detail is lost and the color effects will have to be imagined.

The window is not deep, so that only a small amount of space was available on the floor, but the back was banked up almost to the ceiling. Among the goods shown are: a bicycle, all kinds of fishing tackle and accessories, baseball, football, lacrosse, cricket and tennis outfits, hunting goods, dog collars, electric lamps, roller skates, etc. They were all seasonable goods and the showing could not fail to impress the passer-by. An inquiry of Mr. Bregent elicited the information that the display was "pulling" business.

Although Mr. Bregent's store is not large—it is about 25 feet frontage and about 60 feet in depth, not counting a stock-room and office at the rear—it is attractively laid out. High wall cases with glass-front sliding doors occupy the right side of the store. In these are shown guns, tennis rackets, fishing rods, etc., in specially-designed racks. Silent salesmen show cases are utilized to show off small goods, such as fishing tackle, cutlery, hunters' supplies, sweater coats, gauntlets and running shoes, etc. Ammunition is all stocked neatly in special compartments at the rear of the store, and along the left-hand side is a showing of athletic goods in neat array.

The display as arranged at present is, of course, changed considerably for fall and winter, the summer goods giving way to hockey and skating equipment and other seasonable lines.

Mr. Bregent gives special attention to supplying outfits for baseball clubs and other organized bodies, and during the height of the season has a department for making uniforms to order. He is finding it a profitable business to specialize on this one department.



Display of sporting goods by "Bregent," Montreal.

"Clean Up and Paint Up" Campaigns in Full Swing

Saskatoon, Calgary and Winnipeg Campaigns Have Stirred Up a Wonderful Interest in the Movement—Extracts From Daily Newspapers.

CLEAN-UP and paint-up campaigns are now being carried on in several Canadian towns and cities. Among the principal cities where active campaigns are being carried on are Montreal, Winnipeg, Calgary, Sherbrooke, Hamilton, Saskatoon, Regina, London, Brantford, and many other places. Many hundreds of editorials have recently appeared in Canadian daily and weekly newspapers urging merchants and citizens to do their share in boosting "clean-up and paint-up" movements. In some places campaigns have been taken up in earnest, and much good will result. In other places only a lukewarm interest has been created, but even the stirring up of a lukewarm interest this year means that a still greater interest will be taken next year.

The "clean-up and paint-up" movement will assume greater proportions next year. The city of Toronto has not taken up the movement this year, but plans are already being made for a campaign to be launched early next year. A few extracts from recent issues of daily papers are here appended:—

Winnipeg.

The Manitoba Free Press, Winnipeg, May 2, in featuring the "clean-up and paint-up" campaign, said in part:—

"From almost every point of vantage along the front of the Industrial Bureau fly 24-foot signs, painted in big lettering, 'Clean-up; paint-up.'

"The signs are the forerunners of what the people of Winnipeg are expected to do throughout next week, with the result that the sun when it rises on the morning of Sunday, May 10, will shine on a brighter, cleaner and, therefore, healthier city.

"With a big free moving picture show in the lecture hall of the Bureau this evening, the clean-up week will be inaugurated to pitch in and do some hard and likewise good work during the six working days of next week.

"A voluminous amount of literature has gone out from the Industrial Bureau, for the Bureau will be the centre of next week's activities, and, indeed, is the foster-father of the whole clean-up movement.

"Over 50,000 pieces of literature have been distributed about the city, a large number of pamphlets and circulars going to the pupils of the public schools, a greater number to the housewives of the city through the co-operation of the creamery and bakery companies, and a lot more to the manufacturers and business men. In all of them the people were importuned to do their part in cleaning up the back yards, the front yards, the houses and the buildings of Winnipeg.

"It is impossible to estimate the amount of paint which will be used during the coming week within the limits of the city. It has been predicted by one contractor that practically every painter in the city will be busy next week, and, besides the professionals, there will be scores of amateurs engaged in painting shutters, barns and even whitewashing fences. Winnipeggers have taken hold of the clean-up idea with a vengeance, and the forecast is that everybody will be more or less busy in cleaning up the inside and outside of his or her respective home. There is a great deal to do."

Calgary, Alta.

The Calgary Daily Herald of April 29, in a full-page article featuring the "Clean-up and paint-up" movement, said in part: "Never before in the history of this city has a 'clean-up' campaign been greeted with such enthusiasm as the one which starts on Monday. Not only have the civic fathers indorsed the campaign, but householders are already at work in all parts of the city. Any person with leisure and willing to take a trip even to its farthest outskirts may see evidence that the people of Calgary are earnestly taking up the work so necessary if Calgary is to retain its reputation of 'best in the West.'"



Full page ad. by Saskatoon firm during Clean Up and Paint Up week.

In this one issue of the above paper twenty-three "clean-up and paint-up" advertisements appeared.

Saskatoon.

The Saskatoon Phoenix on the first day of the "Clean-up and paint-up" movement at Saskatoon said: "To-day is the first day of the 'Clean-up' week, and with the start which the work has had, there does not seem to be much doubt but that Saskatoon by the time the 'clean-up' week is over will justly merit the name of 'Spotless Town' which the health department has set out to give it."

THE SPIRIT OF "CLEAN UP AND PAINT UP."

IN a tenement district lived a family surrounded by filth and dirt. The whole atmosphere of the little room which they called "home" was one of hopeless depression and squalor. To prove the power of suggestion, a good woman placed on the table a miniature statue of the Venus of Milo. Against this grimy background of dirt and wretchedness, the Venus shone out in all her whiteness and purity, elevating and brightening her strange surroundings. The good woman called a week later and found that the place had been cleaned up, the dirt had been washed away and a pathetic but sincere attempt at decoration had been made—the subtle influence was effective.

If the homes in a neighborhood become weather-beaten and shabby, values in the whole neighborhood deteriorate. But if some house-owner paints and brightens up his home, it radiates its attractiveness in every direction and soon the whole neighborhood is made bright and attractive.

Make yourselves Missionaries of the Gospel of Good Paint—of Brightness and Thrift.

Brantford.

Brantford, May 4.—Don't forget the Brantford "clean-up" campaign starts on Wednesday. It will be brief and complete when his Royal Highness the Duke of Connaught arrives in the city. He will arrive in the cleanest city in Canada. By official proclamation of the Mayor, three days this week will be given over to civic house-cleaning. The programme is as follows:—



A few clippings from newspapers featuring the "Clean Up and Paint Up" Campaign.

Wednesday—Cellar and garret day; get the refuse all piled together and get rid of it. Thursday—Yard day. Friday—Paint-up and children's day.

Moose Jaw.

Moose Jaw, April 30.—The time is drawing close for the commencement of Moose Jaw's "clean-up and paint-up" campaign. Starting on Sunday, the whole week will be devoted to cleaning up all rubbish and doing away with all unsightly spots in the city. In view of the near approach of this, the municipal committee of the Board of Trade is hard at work perfecting the details of the whole scheme.

To have the thing started properly, and the importance of it brought forcibly to the people of Moose Jaw, letters have been sent to all the clergymen in the city asking them to devote part of their services on Sunday to the subject of the "clean-up" campaign. This has been successfully done in other cities, and it is expected that reference to the "clean-up" week will be made from various local pulpits on Sunday.

Badges are to be printed for the boys to wear while doing patrol duty during the campaign.

Although the city council is taking no active part in the work, it has given its approval to the scheme, and will supply city teams to gather up all rubbish that may be put out for collection by the clean-up toilers.

Hamilton.

"Clean-up! Paint-up!" This is the slogan for "clean-up" campaign which the Board of Trade is promoting next week. Ward 8, the Progressives, Mount Hamilton, West End Improvement, the Ad Club, and other associations are co-operating with the fire prevention committee of the board to make the affair a success. Cards will be distributed throughout the business district indicating the districts where rubbish will be collected on different days during the week beginning on May 4. Citizens are requested to have their receptacles in readiness for the teamsters so as to facilitate the extra work required to remove the accumulations of refuse. Lessons on clean-up from a fire prevention standpoint are being forwarded to the different schools in the city with a request to the teachers that the children be instructed on the dangers of conflagration causing loss of life and property through negligence and carelessness. Thirty dollars in prizes will be awarded to the pupils writing the best composition on the value of keeping a city clean and free from the possibilities of fires. The competition is only open to scholars under sixteen years of age.

The Supervision of Credit Accounts

Supervision of Credit Accounts More Important Than a Collection System—Suggestion for Collection Card System.

By Byron J. Morrow.

THE question of collections is always one of the utmost importance to the retail merchant who does a credit business; but it is particularly important at the present juncture. Business for the past year has been so dull that many merchants have had to exercise considerable skill in the financing of their stores. The same necessity still holds. Money is not plentiful and it will be some months yet before the return swing of the pendulum, to the prosperity side, will stimulate a freer circulation of currency.

It follows that the limiting of credit lines and the closest attention to collection have become necessary. When every cent is needed to keep things moving in good order, no merchant can afford to have large sums tied up in non-collectable accounts. That way failure lies.

The giving of credit requires perhaps more care and thought than any other branch of the ordinary business. Certainly the collection of accounts causes more friction and worry than anything else. However, in a large proportion of stores the giving of credit is necessary, and it therefore becomes necessary that it should be done systematically.

My experience has been that it pays for the merchant to place the responsibility for the making of collections on his bookkeeper. This enables him to do things on a regular system, regardless of friendship and personal pressure.

Why He Could Not Collect.

I recall once making the acquaintance of a hardwareman who was doing quite a large business but who, somehow or other, did not seem to be very prosperous. I had been called in to untangle the books of his next door neighbor, a dealer in crockery and chinaware, who was a wonderfully clever salesman but a wonderfully weak business man. His books were in a fine condition when I got them and it took a week's steady application on my part, working about sixteen hours a day, before I even began to see daylight. In the meantime I had noticed the hardwareman who bobbed in and out. He and my man seemed quite chummy, drawn together by their mutual troubles, I judged. After I had put the books of the crockery business into fairly presentable shape and was beginning to educate Mr. Crockery Merchant to handle his affairs in a more systematic way, the hardwareman began to cultivate my acquaintance rather sedulously.

"I wonder if you'd have time to fix my business up the same as you've done here," he said, one day. "I've come to the conclusion that it needs something."

I was billed for another town as soon as I finished my present job so I told him that I couldn't go through his books. But in response to his urgent pressing I promised finally to give him a day and try and suggest some way that would help him to straighten things out. I found that his bookkeeper, a tidy young lady, was extremely slow but sure in direct ratio, had kept the books of the concern in reasonably good shape. The fault lay in another direction.

Would you believe it, that man was carrying $30,000 on his books! He had simply let collections go all to pot; or rather, he had stood helplessly by and watched his profits go smash on the rock of personal friendship.

That was his trouble. He was a good fellow, knew every Tom, Dick and Harry in town, an active churchman, a member of every lodge, belonged to the council, and I don't know what else. Every person in town dealt with him, especially when it was a case of credit. People did not seem afraid to ask him for credit or to keep him waiting any length of time. He was, in fact, a regular "mark."

I imagine I can see him now, a big, blonde fellow with a kindly eye, a weak mouth and no chin worth mentioning, going over his books with me in a sort of hopeless apathy and explaining why he had not pushed account after account. This one belonged to a certain lodge and had been hard up on account of investments in the West. That one was an old friend, "And, of course, I don't like to bill him," he would add. And so it went through a seemingly endless list.

At the conclusion of our examination I judged cursorily that about half the total amount was collectable.

"Your only hope is to clean up your books," I told him as I left. "With your turn-over you ought to be making a fortune but instead you're giving the profits away to all the dead-beats and credit-suckers in town. You don't need a new system of bookkeeping. What you need is a new backbone. If you don't change your methods at once, the sheriff will get you."

I have heard that the acquirement of a new backbone was too much for him and that he did not change his methods. Anyway the sheriff got him in the end.

A Practical System.

This experience and countless others along the same line, have convinced me that it generally pays to make your bookkeeper responsible for the collection of out-standing accounts. Of course it will always be necessary to supervise the work very carefully but **do not appear in the matter before your customers.** No matter how tactful a merchant

Ledger	Name	Address	Card No.
		Date	
Letters to	Promises from	Bal. of %.	
		Last Payment	
		Date of	

Suggestion for collection card.

may be, he is bound to find difficulty when it becomes necessary to exert pressure on a slow-pay customer who thinks that he knows you well enough to be allowed to pay when he likes, unless you can make the transaction appear as a part of the store system over which you have no control. When a debtor of this class appeals to you personally—and when are you free from such appeals?—you are then in a position to say:

"Well, it's this way, Mr. Smith, I've made my bookkeeper absolutely responsible for all accounts and under the circumstances I can't in fairness to him interfere. You had better see him and give him as much as you can now and arrange for the balance."

This cuts the ground from under his feet. The stand you have taken is a fair and logical one. He cannot appeal from it and neither can he take offence. The latter is an important point, while it is essential that the books should be kept clean, it is equally essential that the merchant should avoid trouble or unpleasantness with customers. An aggrieved individual, no matter whether he is in the wrong or not, can do a lot of harm to the reputation of a merchant.

Supervising Credits.

But if it is often advisable for a merchant to remain in the background in the matter of collections, he should always be very much in the forefront in the matter of the regulation of credits.

The supervision of credit is in reality more important than a collection system. A slow-pay customer cannot do you out of your money if he does not get on your books in the first place. From my experience I would strongly advise that, when an account is opened, the amount should be marked in the ledger which you consider this account should not be allowed to exceed. **And keep to it.** If this were done we would not find the books of so many merchants filled with accounts quite out of proportion to the means of the debtors. Bills have a truly astonishing rapidity for mounting up. When an account is started neither the seller nor the purchaser has any intention of allowing it to grow to large proportions; at least the honest purchaser has no such intention. But as time goes on it creeps up until the total astonishes both the seller and the purchaser. When a debt reaches the stage where it is beyond the means of the purchaser to settle it within a reasonable time the work of clearing it off becomes a laborious one to the debtor and a decidedly aggravating and sometimes embarrassing process to the creditor. In many cases customers when their accounts become too big to pay will start going to other stores. They may not be intentionally dishonest, but merely passively lacking in moral ballast. They dread to face the merchant while the bill is still running, and thus, following the line of least resistance, transfer their custom to the opposition store.

Therefore, limit all accounts and put that limit when each account is opened. As stated before, **keep to that limit.**

Secondly, I would urge that a statement be rendered every week or month, and let it be early in the month. Good payers like to have their account rendered regularly. It is doubly necessary that accounts should be rendered regularly to slow-pay customers. This is the only way to keep them spurred up to the necessity of settling.

Thirdly, always give an invoice at the time of purchasing.

Collection Card System.

In handling accounts a collection card system is very necessary. Most well-managed stores have adopted this system, but there are still plenty of merchants who do not even know how collection cards should be handled. When an account becomes slow make out a collection card at once, putting down the name and address of the debtor, the date covering time of purchase, the balance of the account, and the date of last payment. A sample card to be used for the purpose is shown herewith. It will be noticed there is space on the card to record as well the date on which letters are written or calls made about the account. Space is also allowed to record the date of replies—if any.

All collection cards should be numbered. Thus, the first collection card will be No. 1, and the copies of all letters sent to this party will be marked No. 1, and filed in a docket or envelope, which will also be marked No. 1. The replies received from the debtor all go in this envelope, and thus the complete correspondence referring to the account can be referred to instantly and without any trouble.

The next collection account will be No. 2, and so on.

These cards should be kept in a box or filing cabinet in alphabetical order. This puts the whole system on an efficient basis, reduces the work of getting out accounts, and of looking up matter referring to any particular account, to a minimum.

Write Off Bad Debts.

Many merchants make the mistake of allowing accounts to remain in their ledgers that they know to be bad and uncollectable. According to best bookkeeping practice accounts should be written off directly they are known to be bad, or even if there is any doubt. In such cases it is best to write them off the books, and keep track of them on collection cards until every means of collection has been tried. In any case it is better not to keep in your books accounts which are not really a live asset. Otherwise you are only deceiving yourself into believing your business to be worth more than it actually is. Experience has shown that an account which has been allowed to run for some time, and to grow to large proportions, cannot safely be considered as a live asset, and to leave it on the books invites mistakes in estimating the worth of your assets.

THE NEW FORCE IN BUSINESS.

Mr. Ingersoll, New York, of the Ingersoll dollar watch, in giving evidence before the Judiciary Committee of the U.S. Congress at Washington the other day in favor of legislation that would permit manufacturers to fix the prices at which their products may be sold, said among other things, that as a result of advertising they had sold 37,000,000 watches. They did not manufacture themselves, but had a contract with a large watch factory to make them for the Ingersoll Company. They were salesmen, and they could not have built up this business but for advertising. "Advertising," Mr. Ingersoll said, is a relatively new force in business. It has grown in the past twenty years. Now, advertising, when efficiently done, means great economy and the saving of a great many salesmen. Without wishing to draw any distinction between classes of people, I think it not improper to point out that the advertising of manufacturers in a magazine is very much more reliable in quantity and quality than the advertising of this nature in the newspapers. Almost all of the magazines have taken a pretty high ethical stand on the question of what advertising they will accept. The newspapers, with the exception of about half a dozen shining instances throughout the United States, take anything that anyone will offer and pay for."

ELECTRICITY ON THE FARM.

The Northern Electric Company, Limited, Montreal, have just issued a comprehensive bulletin covering their low voltage lighting outfits. With such an outfit installed, it is said the farmer may enjoy the same electric conveniences as have heretofore been confined to those living in cities or towns. Electric irons, toasters, vacuum cleaners and fan motors are only some of the many conveniences that may now be used on the farm. Copies of the bulletin will be mailed on request.

Problems in Sheet Metal Work

IN THIS issue we are illustrating how to develop the pattern for a bullhead or transition round base with a rectangular top, to be in two pieces. Fig. 1 is the elevation of bullhead or transition piece, and Fig. 2 shows the bottom and top, the top to one side leaving the back straight, while Fig. 3 is the plan showing the method of obtaining triangles; E F G H represent the bottom, and A D C B represent the top.

As the pattern is to be in two pieces it is only necessary to use half the plan. First divide the circle or bottom, into quarters. Then divide the two quarters represented by E H G into equal divisions and from the points in the section E H draw lines to the corner of top represented by B in Fig. 3, and from the divisions in section H G draw lines to the corner of top represented by C (Fig. 3). It will be necessary to construct the two diagrams of triangles one for each corner shown in Fig. 3, so as to obtain the true length of each line.

Lay off the line R J (Fig. 4) equal to the straight height of article (this is made to suit the work to be used on). From the point J and at right angles to R J set off the length of lines in the section E to H, making J 1 equal to B 1, J 2 equal to B 2, etc. From the points thus established in J W (Fig. 4) draw lines to R as shown.

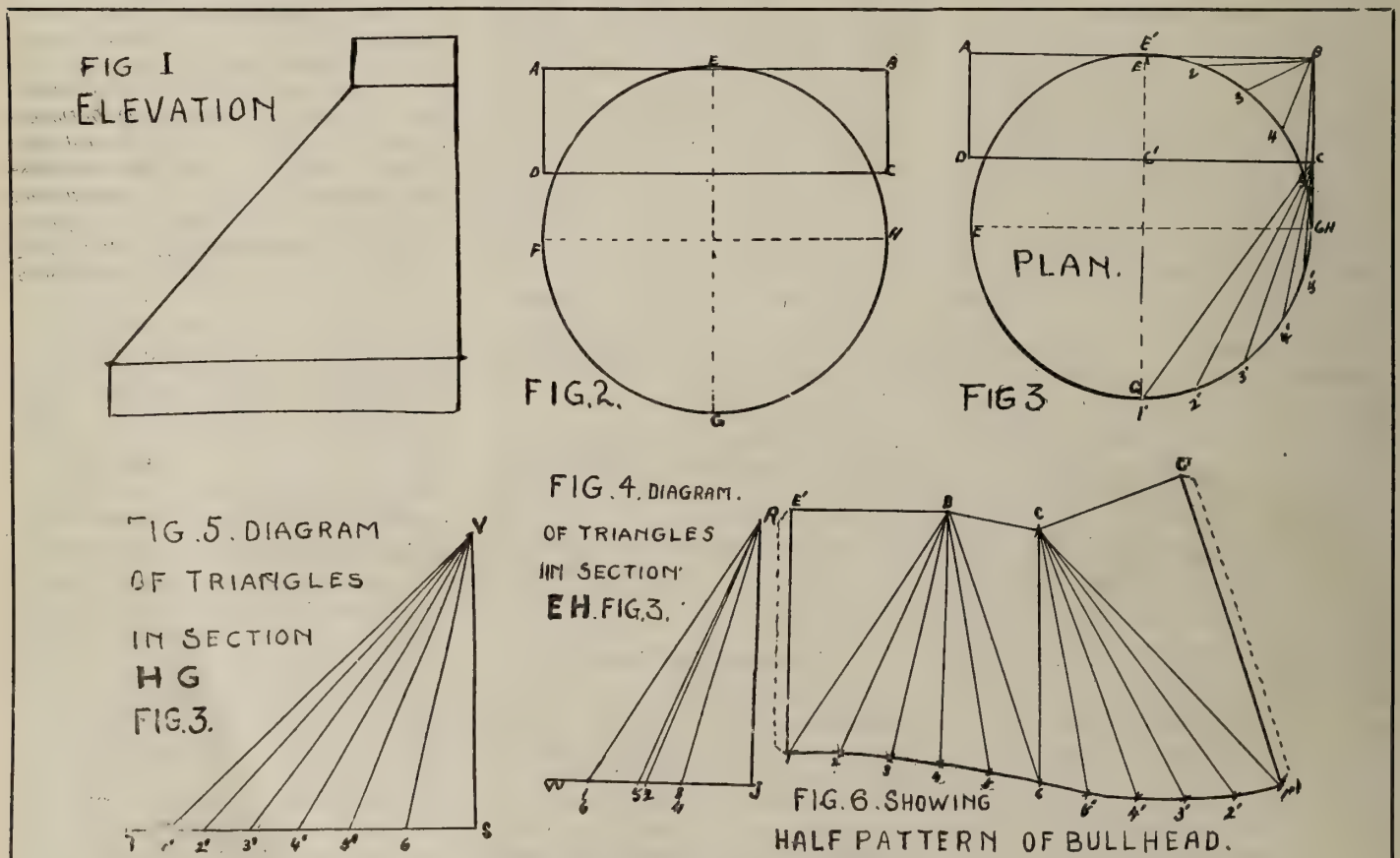
To obtain the triangles for the section H G proceed to draw lines same as in Fig 4. Make V S same height as R J (Fig. 4), draw S T at right angles to V S, and on the lines S T set off the length of lines in section H G, making $S1^1$ equal to $C1^1$, $S2^1$ equal to $C2^1$, etc., and from the points thus established in ST (Fig. 5), draw lines to V as shown.

To obtain pattern lay off line $1E^1$ (Fig. 6), from point E^1 and at right angles to $1E^1$ draw line E^1B equal in length to E^1B of plan (Fig. 3), which is the same half the length of long side of top. Set the dividers to R1 (Fig. 4) and with B of pattern as centre strike arc cutting the line $E^1 1$. Then draw line from where they cross to B (Fig. 6), with B as centre and R2 (Fig. 4) as redius, describe an arc with the dividers set to the same space used in stepping off the plan.

With 1 of pattern as centre strike a small arc intersection at 2 with arc previously drawn. With B (Fig. 6) as centre and R3 (Fig. 4) as radius describe an arc, and with the dividers set to same space used in stepping off the plan strike small arc intersecting at 3 of pattern. Proceed in the same way to lay off the lines 4, 5 and 6. Then to obtain the point C of pattern set the dividers to B C of plan (Fig 3), with B of pattern as centre and B C of plan as radius, describe an arc, and with V 6 (Fig. 5) as radius and 6 of pattern as centre strike an arc intersecting with the arc already drawn. This will give the point C of pattern. With C of pattern as centre and V 5 (Fig. 5) as radius, describe an arc and with the dividers set to same space used in stepping off plan using 6 of pattern as centre strike small arc intersecting at 5^1. The remaining line 4^1, 3^1, 2^1 and 1^1 are established in the same was as the preceding one.

To complete the pattern set the dividers to C^1C of plan and with C of pattern as centre strike a small arc and from 1^1 of pattern as centre and the slant height of article (Fig. 1) as radius strike an arc intersecting at C^1. Then lines traced through the points thus obtained will give the pattern required.

All edges to be allowed.

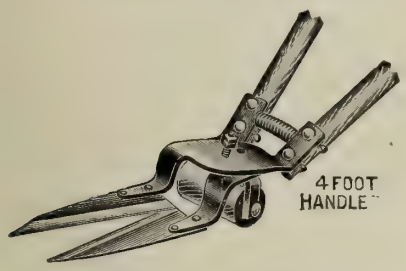


Development of Pattern for Bullhead.

New Goods Offered Canadian Hardwaremen

N. W. LAWN TRIMMER.

The North-Western Stamping Co., Burlington, Iowa, is offering the Canadian trade a new article known as the N. W. lawn trimmer. It is said that the trimmer will trim the edges of the lawn, around the walks, under trees, fences and flowers, the same as if it were done by the hand shears, with the operator on



N.W. Lawn Trimmer.

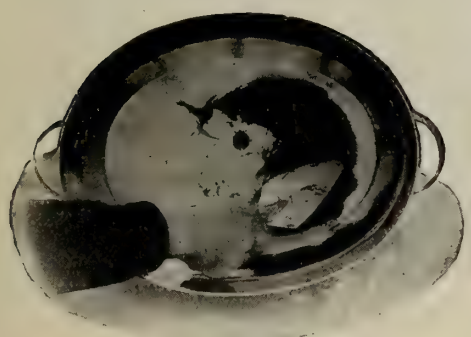
his hands and knees. By simply pressing the two 4-foot handles together the blades are made to work the same as a shear, and it is claimed they will trim the edges of a lawn in less than half the time necessary with hand shears or sickle.

The instrument is easily pushed along as the operator is walking. There is a wooden roller at the bottom of the frame.

The blades are made from best grade of steel, and are controlled by a small spring, which will always by tension hold the cutting edge of the shears, guaranteeing a clean cut. The frame is made of heavy stamped steel 3/16-inch thick, gives a full bearing, and is assured against breakage.

WEATHERTITE CEMENT.

Pecora Paint Co., Philadelphia, Pa., is offering the Canadian trade Pecora Weathertite Elastic Cement. Weather-



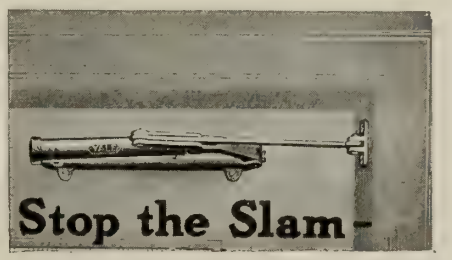
Applying Weathertite Cement.

tite is an elastic, rubbery, roofing cement, and is claimed to be a perfect cement for general repair or new work. The makers claim that it never shrinks or cracks away, and it will stick just as well under water as on dry spots.

The accompanying illustration shows Weathertite being applied under an ordinary tin pan filled with water. The makers claim the cement can be used for tin, iron or composition roofs, skylights, slate or tile roofs, repairing glass, etc. The cement is put up in 5-lb., 10-lb., 25-lb., 50-lb. pails, 100-lb. kegs, half-barrels and barrels.

NEW YALE SCREEN DOOR CLOSER

Among the recent products put on the market by Canadian Yale & Towne, Limited, St. Catharines, is a new screen door closer, which is intended to fill a long felt want, and supply, at a moderate price, a device of real efficiency, which will prevent screen doors from either standing open or closing with a slam.



Screen Door Closer.

This company has long made a liquid door closer for use on heavy, high grade screen doors; but the new closer (which is of the air type) is intended for use on the smaller and lighter screen doors that are in general use around the home in the summer time.

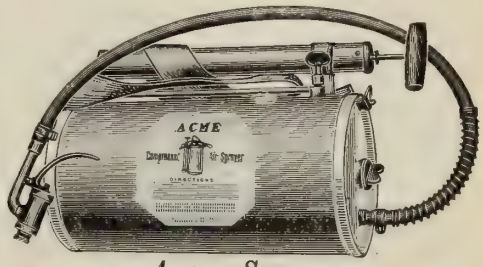
With it in place it is claimed the nerve-racking slam that is a common accompaniment of the closing of a screen door is absolutely done away with. At the same time the screen is never left ajar allowing flies and mosquitoes to enter and make life miserable for the occupants of the house.

It is said that the Yale screen door closer shuts a screen door quietly, firmly and surely. There is no slam; no failure to close; no sagging of the hinges due to the general breaking down of the frame from constant slamming.

The spring power and checking action are both adjustable, making this screen door closer suitable for use on doors of various weights and sizes.

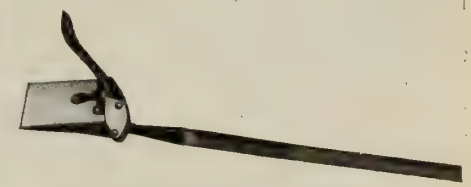
SPRAYER AND POTATO PLANTER.

Potato Implement Co., Traverse City, Mich., offers the Canadian trade the Acme hand potato planter and the Acme compressed air sprayer, here illustrated. The planter weighs 2½ pounds, and it is



Acme Sprayer.

claimed by the makers that one man can plant two acres in a day of ten hours. The Acme compressed sprayer has a copper bearing, galvanized or brass tank, with convex ends securely seamed or crimped to the tank. Each sprayer is tested to 50 lbs. air pressure, and is finished in aluminum with enameled green ends. The nozzle is said to be of solid brass with phosphor bronze spring. There is a bronze ball air check valve at seat of pump easily accessible for cleaning. The air compressor pump is 1½ in. in diameter, 14-in. stroke, made of heavy brass seamless tubing, screwed to a cast brass seat, which contains the



Acme Potato Planter.

bronze ball valve. Each sprayer is equipped with 3-foot hose extension and adjustable shoulder strap.

IT'S HARD WORK THAT TELLS.

Mix enthusiasm for your work with a love of it for its own sake, and you have a mixture that will achieve success against great odds.

Difficulties are made to be overcome. Without them life would be dull.

They act as an incentive and in the effort to overcome the obstacles in the way faculties are developed that otherwise would lie dormant.

Therefore let everyone accept the difficulties that confront him in life as a means by which he can be developed into a better man physically, mentally and morally.

Current News of the Hardware Trade

Enlarging Plant.

Montreal, Que.—The Thos. Davidson Mfg. Co., is increasing its plant to take care of the increased demand from the range boiler department.

New Paint Store at Toronto.

H. H. Bradfield, formerly of Morrisburg, Ont., has opened a paint store at 13 Temperance street, Toronto. Mr. Bradfield will act as agent for A. Ramsay & Son, Montreal.

Entertained Staff.

Lindsay, Ont.—The members of the Boxall & Matthie hardware staff were entertained by Jas. Boxall at his home to commemorate the 21st anniversary of his residence at Lindsay.

Paint Traveler Changes Ground.

Neil McKay, who has represented Brandram - Henderson in Southern Saskatchewan and Southern Alberta, for the past year and a half, is now working the city of Winnipeg, succeeding S. Clarke.

Obituary.

Toronto, Ont.—The death occurred recently of D. S. Keith, president Keith's, Ltd., dealers in electric fixtures.

The death occurred at Montreal last week of Onezime Souliere, who for over forty years was connected with the hardware business of Faucher & Son, 362 Craig St. W., Montreal.

The death occurred at Toronto last week of Wm. J. Smith, who was a commercial traveler for the Imperial Oil Co. for over thirty years. The late Mr. Smith was in his 68th year, and was ill less than a week.

New Mail Order Firm.

The opening of a new Winnipeg mail order house, lately incorporated with a capitalization of $1,000,000, is announced.

The new firm will be known as the Christie-Grant Co., Ltd., and will be managed by A. H. Grant and A. W. McCreary, both of whom have been employed in the mail order department of the Eaton store for the past nine and eleven years respectively. Mr. Grant as mail order advertiser and compiler of catalogues and his partner as transportation manager for the past year, and before that time connected with the mail order department.

Business Changes.

Claresholm, Alta.—W. M. Ross has succeeded to the hardware business of Moffatt & Sons.

Toronto, Ont.—Wm. Emery, hardware, is reported discontinuing business.

Glencoe, Ont.—G. W. Sutton has been succeeded by Mitchell & Hagerty.

Innisfail, Alta.—Snyder & Underwood have sold their stock of hardware to W. Leisemer.

Davidson, Sask.—Calloway & Calloway, hardware, have sold out to Pioneer Hardware Co.

Edmonton, Alta.—The stock of the estate of the Stewart Hardware Co. has been sold to J. A. Werner.

Wilkie, Sask.—The business of Dulmage & Spark is now being operated under the name of E. H. Dulmage.

Canora, Sask.—The business formerly carried on by the Canora Hardware Co. has been taken over by E. H. Woods and Frank Robertson.

Chatham, Ont.—A. D. Allison, late of Kent Bridge, has taken over and remodeled the premises formerly occupied by Stephens & Douglass, hardware merchants. Mr. Allison held the formal opening of his new hardware store last week.

Fire Losses.

Bathurst, N. B.—Mrs. Southwood, hardware, etc., has suffered loss by fire.

New Firms.

Wynward, Sask.—W. T. Harvie has opened a hardware store.

Doremy, Sask.—Scott & Saunderson have opened a hardware store.

Florence, Ont.—Beatty & McDonald have opened a hardware store.

Sunderland, Ont.—J. A. Simons has opened a tinsmithing and plumbing shop.

Superb, Sask.—Geo. E. Tait & Co., dealers in hardware and general merchandise, held the formal opening of their new store on May 4th.

Companies Incorporated.

Marpal-Blastine Explosives, Ltd., capitalized at four thousand pounds sterling, head office Toronto, to manufacture and deal in all kinds of explosives and ammunition.

Western Notes.

G. H. Anderson, head of the cutlery department of the Miller-Morse Hardware Co., Winnipeg, is leaving in May for the Old Country. He will be away about three months, and will spend a good deal of his time in Sheffield and Birmingham, on business with the various cutlery establishments there.

Before coming to Canada to join the Miller-Morse staff some twelve years ago, Mr. Anderson was employed in Sheffield, and knows intimately a number in the hardware trade there. Mr. Anderson will visit his old home in Elgin, Scotland, while away. Mrs. Anderson will accompany her husband.

Personals.

F. W. Lamplough, of Montreal, was in Ottawa last week.

Wm. H. Evans of Montreal was a business visitor in New York last week.

Mrs. Geo. Caverhill and family left Montreal last week for a trip to Europe.

G. L. Griffith, of Stratford, Ont., manufacturer of horse specialties, was in Montreal during the week.

L. J. Street, Montreal, assistant sales manager Dominion Iron & Steel Co.,; Sydney, is visiting in Vancouver.

Walter H. Cottingham, president of the Sherwin-Williams Co., of Canada, was in Montreal this week and left for England with his family.

Congratulations are being extended to Gordon C. Seybold, manager of the Cochrane Hardware Co., Sudbury, Ont., on the arrival of a baby boy.

H. M. Borland, Western representative for Lewis Bros., Montreal, was the host at a gathering of the staff of Reg. F. Scott, "Blue Hardware," Guelph, Ont., last week. Mr. Borland proved a good entertainer and was voted a "jolly good fellow" by all present.

W. S. Fisher, of the firm of Emerson & Fisher, hardware dealers, St. John, N.B., has been appointed one of the three Royal Commissioners who will inquire into the charges of graft preferred against Premier Flemming and H. F. McLeod, M.P. for York County, N.B. The other members of the commission are Sir Frederick Barker and Judge McKeown.

P. A. Wuterich, representing Chas. Parke Co., Meriden, Conn.; E. A. Sherlock, Miller Lock Co., Philadelphia; Oscar R. Claus, Hopkins & Allen Arms Co., Norwich, Conn.; F. M. Fay, J. Stevens Arms & Tool Co., Chicopee Falls, Mass.; Mr. Shyne, of Peterborough Lock Co.; A. H. Andrews, of N. R. Streeter & Co., Rochester, N.Y.; Chas. K. Eichler, Slaymaker Co., Lancaster, Pa.; L. H. Powell, American Cutlery Co., Chicago; and Harry James, of Shurly & Dietrich Co., Galt, Ont., were calling on the trade here this week.

Industrial Notes.

Newcastle, N.B.—E. G. Hedman, patentee of a new weigh scale, is endeavoring to promote a company in order to build a factory for making scales.

Hamilton, Ont.—The Steel Company of Canada has reopened its blooming and billet mills, and 200 men will be put to work.

Medicine Hat, Alta.—A. C. Tegge, general superintendent of the Canada Cement Co., states that the company is going ahead with the completion of their plant at Dauntless, Alta.

Redcliff, Alta.—Work on the addition to the Ornamental Iron Works plan here is now almost completed. It is the intention of the management to install new machinery which will mean an increase in the staff as soon as this machinery is ready for operation.

New Westminster, B.C.—A new company, composed of Messrs. Stewart, Moore & Wright, of Vancouver, has taken over the D. & H. Brassworks Co., at Sapperton. Two acres of land have also been purchased and a foundry and steel plant will be built.

Windsor, Ont.—The Dowsley Spring and Axle Co., had fully decided to build a factory this spring on a site the company purchased in No. 2 district on Howard avenue, but owing to a serious fire the plans were deferred. The industrial committee granted the company's request for a year's extension of time.

The Canada Coke Corporation, Universal Tool Steel Co., Ltd., Electric Furnace Products Co., Ltd., Dominion Engineering and Machinery Co., Ltd., Galbraith & Cate, Ltd., and the Corbett Contracting Co., Ltd., have recently been incorporated in Toronto. These companies had already obtained Federal charters.

Montreal Notes.

The team of Canadian cadets from Western Canada, who are to compete at Bisley left Quebec May 5 on the Royal George. Before sailing each boy was presented with a handsome silver watch fob by Mr. Boa, of the Dominion Cartridge Co.

The Canadian Tube & Iron Co. have been appointed selling agents for the Colonial Wire Manufacturing Co., Lachine Canal, Montreal, and the Canadian Rolling Mills Co., also located at Lachine Canal. They will handle all kinds of smooth steel wires, mattress wire, bottling wires, plain and galvanized fine wires, fence staples, wire nails, wood screws, plain and galvanized pump rods, bar iron and steel, twisted steel bars, all kinds of bolts and nuts and black and galvanized wrought pipe.

New Firms.

Riggs-Thompson Co., exclusive dealers in builders' hardware and hotel supplies, have opened a store at the corner of Rice and Howard Avenues, Edmonton. P. R. Thompson, formerly manager of the hardware department of The Acme Co., Ltd., Edmonton, and an old Madoc, Ont., man, is a member of the firm. W. A. Riggs, formerly manager of the Sommerville Hardware Co., Edmonton, who came from Montana, is the other member.



Traveling Staff of the Miller-Morse Hardware Co., Limited, Winnipeg. From photo taken during their recent Convention.

Top row (left to right):—J. P. McGuire, E. Fletcher, J. Boutillier, J. J. Walsh, J. J. Corbett. C. H. Prest. Second row:—S. H. Prowse, C. G. Johnstone, P. B. Buchanan, G. S. H. Williamson. Third row:—H. G. Curry, N. A. McGratten, J. G. Herman, O. C. James, J. Cassidy, L. C. Marr, H. A. Fargey, C. H. Read. Front row:—E. J. Parkinson, C. W. Groff, J. M. Lynch, L. A. Blackwood, M. P. Barnes, A Reed, F. McCarthy, W. O. Labelle. Insert—S. D. Peacock.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

The advent of warmer weather has had a good effect on the retail hardware business and many lines of spring goods which have been inactive are now moving in a satisfactory manner. With continued warm weather there will be a splendid improvement in business as far as the retailers are concerned. "Clean up and Paint up" movements have helped in a large degree to increase the demand for paint, especially in the West. The stove trade is rather quiet, the principal selling lines at present are gas ranges and summer stoves. The metal markets are still quiet and only a limited amount of business is passing in this line. Hardware jobbers report that business so far this month has been very brisk.

MONTREAL.

MONTREAL, May 6.—While business with the jobbers has been fairly good during the past week, it may be said that the retailers have experienced a marked improvement in their trade. The advent of more seasonable weather has resulted in a largely accelerated demand for spring goods. Though the business is still a little behind last year, owing to a late start, it is going along now with a boom, and indications are that it will pick up right along. There has been a brisk demand for garden tools, hose and sprinklers, hammocks, and baseball goods, etc. The jobbers report good orders coming in from outside, especially from the Maritime Provinces, Eastern Ontario and some sections of Quebec. Collections, while not as good as could be wished for, are showing some improvement, due in some degree, it is thought, to the more favorable weather conditions, which have brought about a better demand for seasonable lines.

Metals.

There is a slightly better tone to the metal markets this week, but no changes in prices are listed. Tin shows weakness, but the quotation of 42½ to 43 cents is still maintained. Antimony, which declined 50 cents last week, has undergone no further change, and the price of $8.50 is being quoted, but could probably be shaded for quantities. Spelter is offered at $6 and copper at $16.50.

Bar Iron.

The quotation on bar iron by Montreal jobbers is $1.90 base. The market is none too strong.

Nails and Screws.

The price of $2.20 base for steel wire nails is being maintained, and there seems little likelihood of a change at present. The market here has been fairly steady. Cut nails are quoted at $2.60. Screws are unchanged in price, though there has been some talk of new prices for some time past.

Lead and Lead Waste Pipe.

Though this market continues firm, the quotations of 7½ and 9 cents a pound respectively for lead and lead waste pipe have not been altered.

Rope, Twine, etc.

Since the opening of navigation there has been an improvement in the amount of business in this department. For the next few months it is anticipated that shipments will steadily increase, especially in binder twine. Present quotations on rope are as follows:—Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼; single lath yarn, 9¾c. For binder twine the prices are: Best Manila, 650 feet to pound, 13½c; Manila, 600 ft., 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Stoves and Ranges.

There has been a very good sale lately for gas ranges and oil stoves, the former to replace old ranges which were found unsatisfactory after the "moving day," and the latter for country houses. Oil heaters are also selling very well at this time, as they are found to be very handy for use after the furnace has been allowed to finally "go out."

Seasonable Lines in Demand.

Such summer lines as window screens, screen doors, garden tools, refrigerators, etc., have been moving much better during the last few days. There has also been quite a demand for garbage cans, and it is thought the "clean-up" campaign has had its effect in this direction. The fire and incineration departments are making a systematic canvass of the houses, warehouses and yards all over the city, and are insisting upon a more rigid regard for the by-laws having to do with removal of garbage and of keeping proper fire-proof receptacles for it.

Vacuum Cleaners.

Vacuum cleaners are being taken up by the Montreal jobbers to a larger extent than heretofore, and they are evidently finding them a profitable line to handle. One jobber remarked that he had sold over one hundred machines this spring, and that without any special effort. There is no doubt that the retail dealers, especially in the smaller towns, can work up quite a satisfactory trade in this department. It is as much a hardware line as brooms, brushes and other such house-cleaning utilities, and there is a good profit in it.

Builders' Hardware.

The sale of builders' hardware of all kinds has been well maintained. There is a lot of building going on in Montreal at the present time, especially in the newer wards where street improvements have been made, and where lots have been lying idle for some time. The heaviest demand has been for the cheaper type of lock sets, etc., which enter into the construction of the average tenement house.

TORONTO.

TORONTO, May 7. — The improvement in weather conditions during the past few days has created a tendency toward better business condition, and retailers report that the demand for spring lines is becoming more pronounced. The unsettled weather which had prevailed for some weeks naturally had a bad effect on business and many merchants who had looked forward to a large rush of business during the early spring were disappointed. In January it was predicted in many quarters that business would show a big improvement during the early spring, the spring season is now well advanced and many merchants have not secured the volume of business they had expected. There has been a tendency on the part of some jobbers to lower their stocks and to buy as little as possible. It is not thought that the hardware trade in general has any great reason to complain about business, when conditions in some other lines are considered. There will no doubt be a steady

improvement from now on — in fact there cannot help but be.

The retailers are still holding large stocks of spring goods which will move rapidly if good weather continues. Warm weather during the month of May is a great boon to retail hardwaremen in helping to dispose of spring and summer goods.

Metals.

There is practically no change in the general condition of the metal markets and only a limited amount of business is being done. Shading of prices is very much in evidence and the market generally shows weakness. The following prices are being quoted at Toronto:— Tin, 35½c to 39c lb.; lead, $4.90 to $5 per 100 lbs.; copper, 15c to 16½c. lb.; antimony, 8¾c to 9c lb.; zinc, 5½c to 6c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 24c to 26c lb.; pattern aluminum, 22c to 24c lb.; ingot aluminum, 19c to 20c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 22½c lb.; wire solder, 27c; tinkers' bar solder, 28c lb.; lead wool, 8c lb.

Rope, Twine, Eec.

Toronto firms dealing in rope, twine, etc., report a slight improvement in business and quotations are said to be firm. A despatch from New York says:—

Inactivity still prevailed in the local hemp market and the manufacturers were more than ever inclined to wait for developments. The shading of low grades had a certain sympathetic influence, though Manila is not pressing the intermediate quality such as the local market needs. Fair current was repeated at 7¾c for shipment. No word was received from London, where May Day observance checked business. The news from Mexico is of the same peaceful tenor so far as the mediation negotiations go, and consequently sisal continues nominally unchanged at 5¼c. There is still much delay in getting confirmation of bids. Istle is dull and nominally repeated at quotations.

No change was reported in jute, which is dull and steady at 7.50c for old crop. There is little interest shown at this stage in new crop.

Toronto quotations are as follows:—
Best Pure Manila .....15c lb. base.
British Manila .. ..11c lb. base.
African Hemp .....11c lb. base.
Sisal Rope .....10½c base.
Lath Yarn Single ..... 9¾c lb.
Lath Yarn Double .....10¼c lb.

Other lines are shown in current market quotations.

Binder twine prices are:—650 ft. twine, 13½c lb.; 600-ft. twine, 11c lb.; 550-ft. twine, 9¾c lb.; 500-ft. twine, 9¼c lb.; ⅛c per lb. allowance on 5 tons and over; ¼c lb. allowance on 10 tons and over; delivery allowed on 300 lbs. and over.

Building Materials.

A fair amount of building is now under way and the demand for builders' supplies is improving. Cement is in very fair demand. Nails are still quoted at 2.10 base, quotations on building paper, etc., remain unchanged. With improved weather conditions much additional building will no doubt be undertaken.

Bar Iron.

Toronto hardware jobbers quote bar irons at $2.00 base, F.O.B. Toronto, and $1.90 base F.O.B. factory.

Spring Goods.

Business in spring goods has been a little backward although with the prospects of warmer weather a big improvement should be noticed.

Stoves, Ranges, Etc.

The improvement in weather conditions and the advent of warm weather has stimulated the demand for gas ranges and plates, oil and gasoline stoves, etc. Trade in Ontario is fair and is picking up nicely. Heating stoves are being booked for fall delivery. A large number of retailers are pushing the sale of gas ranges pretty hard this spring and many are giving demonstrations in the stores.

WINNIPEG.

WINNIPEG, May 13.—The coming of warm weather, also the coming of the clean-up, paint-up week, which is being observed quite generally throughout the West, has brought in increased business for the retailers. It cannot, of course, be estimated for some little time exactly what stimulus this clean-up week has had, but from present indications it has apparently turned the minds of householders towards the need of putting on a screen door here, a screen window there, and has made them see the desirability of getting their front and back yards in good condition, and their verandas and steps re-painted. It is bringing a larger retail demand for garden tools, screen doors, and paints, and such lines than might otherwise have been expected. In short, the clean-up, paint-up campaign in the West is proving a success.

General trade conditions are encouraging. There is no attempt on the part of manufacturers and wholesalers to hold this up as a record year. On the other hand, as one jobber put it, the falling-off for the first four months has not been so great that a good summer's business would not enable the sales for the year to surpass anything so far experienced. Whether this good summer's business will come or not remains to be seen. A record summer is hardly expected, and yet weather conditions are now considered ideal for a good crop, which, of course, means much in regulating the summer's trade.

The tendency among retailers to regulate credits strictly, tending towards a cash business, is very strongly marked. It would seem that many dealers last year felt that the talk of hard times was largely exaggerated, but that this year they are realizing that it is absolutely necessary to conduct business on strictly conservative lines.

In the city, builders' hardware is beginning to move, the houses which were started early in April now being near the point where interior finishing can be done. For heating lines, too, there is a very fair demand. A representative of one of the large heating companies says that there is a good deal of work being done in the country, and that the dealers are getting after this in splendid fashion.

The stove business remains very quiet. Refrigerators, however, are moving well. There is also a good demand for certain lines of automobile accessories.

The clean-up, paint-up campaign has perhaps done more to stimulate the call for paint than for any other single line. House paint, paint suitable for fencing, and varnishes for interior work, are moving satisfactorily.

Practically no price changes have been made and none of importance seem imminent.

ANNUAL MEETING C. M. A. MONTREAL BRANCH.

The annual meeting of the Montreal branch of the Canadian Manufacturers' Association was held May 5 in the Canada Club when the following officers were elected:—

Chairman, J. P. Howard, Phoenix Bridge and Iron Works, Ltd.; vice chairman, T. H. Wardleworth, National Drug and Chemical Co., Ltd., by acclamation. The Montreal depresentatives on the executive committee were elected as follows: H. W. Aird, Canada Paint Co., Ltd.; George F. Benson, Edwardsburg Starch Co., Ltd.; B. W. Coghlin, B. J. Coghlin Co., Ltd.; A. J. Hart, Hart Manufacturing Co.; Percy S. McKergow, National Brick Co.; R. H. McMaster, The Steel Company of Canada, Ltd.; J. C. Newman, the McClary Manufacturing Co.; S. J. B. Rolland, the Rolland Paper Co., Ltd.; Wm. Rutherford, Wm. Rutherford and Sons, Ltd.; W. J. Sadler, Sadler and Haworth; Geo. A. Slater, Geo. A. Slater, Ltd.; W. H. Wyman, Belding-Paul-Corticelli, Ltd. Representatives of affiliated towns were chosen by acclamation for the executive as follows: H. T. Chalifoux, O. Chalifoux & Fils, St. Hyacinthe; John Lowe, jr., Montreal Cottons Limited, Valleyfield;

There were some sixty members present at the meeting and the annual reports were declared satisfactory and adopted unanimously.

The retiring president, Howard Murray, reviewed the work of the year, touching on matters that had been dealt with in the city and province.

Matters of export trade and Dominion affairs were gone into and this statement was made:

"The decision in the long drawn-out investigation into Western freight rates by the Railway Commission, the questions arising out of the demands for changes in the customs tariffs on supplies and equipment used, by the farming communities and on certain products of our iron and steel industry had been looked forward to with considerable anxiety. The removal of these questions from surmise and their crystallization into facts, clears the air to a considerable extent.

Government's Masterly Handling.

"A much graver and pressing problem, that of the treatment to be accorded the Canadian Northern Railway, has been dealt with by the Government in a masterful manner, and although many opinions have been given voice among manufacturers, it can be safely said that the outcome will go far toward modifying the railway conditions throughout Canada. To my mind, a still graver question remains in the matter of the National Transcontinental Railway. In this instance the huge augmentation of the cost of construction and its resultant effect on the cost of haulage calls for serious study on the part of those upon whom the duty devolves.

"A further problem confronting Canadians is the matter of the Georgian Bay Canal. A commission has been appointed which will study the feasibility of this project and its report when received will require still further study as to its advisability."

In conclusion Mr. Murray remarked: "There is no ground for pessimism."

MANY MERCHANTS ATTEND CONVENTION.

(Continued from page 40.)

if the business is not sufficiently active to provide a safe margin over and above all expense, and in computing the costs of carrying on a business, where the stock in trade is perhaps disproportionately large for the amount of business done annually, the items of interest and depreciation must figure very largely and should not be overlooked.

"In regard to the credit system of a retail house, this is more difficult to define. While the fundamental principles of credit are the same in every class of business, the policies vary a great deal. In the credits of the retail trade there is little in common with those of the wholesaler. The class of patronage is radically different; and the manners of extending credit and making collections are entirely dissimilar. The principles, however, are identical, in that care must be exercised in seeing that credit is dispensed to only responsible parties, and that collections are made promptly. It has been said that if credit is the foundation of modern business collections are its roof. Over-crediting is neither good for the merchant nor his customer, and when the former finds that his book accounts are increasing, and at the same time it is becoming increasingly difficult to meet his own obligations it is time for him to call a halt.

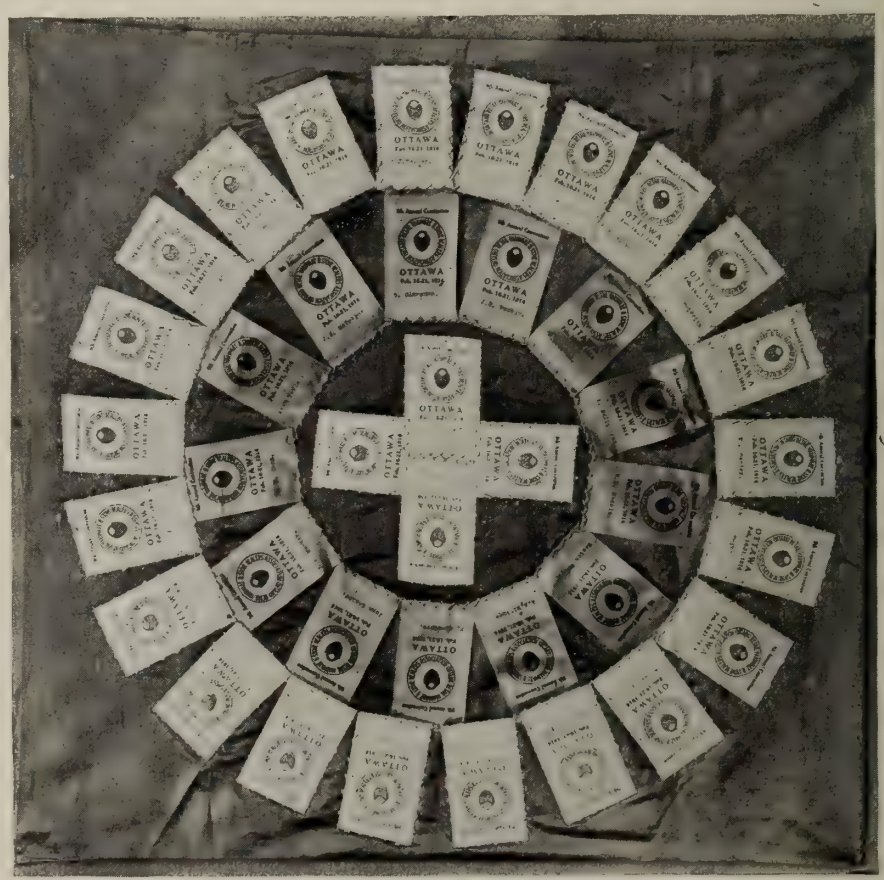
"Crop failures, low prices, and other local conditions make it difficult for the merchant in the country to adjust his credits and collections as systematically as he would wish, but I believe that a time of settlement should be arranged with every customer, and this adhered to as closely as the circumstances will permit—and in any case all credit should be restricted to a figure where the outstandings cannot seriously embarrass the business.

ORGANIZE TO HELP COUNTRY MERCHANTS.

An American magazine announces the organization of the Home Town Association of America. The purpose of the organization is to bring more business to the country merchant. Its membership, the magazine says, is composed of large wholesale, jobbing, and manufacturing concerns.

"In creating this organization they (the members) claim no altrustic motive, but solely the purpose to help the country merchant adopt more modern methods so that he may sell more goods, put up a stronger competition against the mail order houses, and so become a larger purchaser from the wholesaler and jobber.

"The Home Town Association makes an appeal to the country merchant to advertise, hustle, hold and build up his trade. Further than that it appeals to the farmers and local public spirit to trade at home and thereby help to build up the home country town."



The above illustration shows a reproduction of a cushion cover presented to W. F. Macpherson, President Ontario Retail Hardware and Stove Dealers' Association by John Caslor, Treasurer of the Association. The cover is made of green silk, on which is worked a neat design composed of badges left over from the Ottawa Convention.

The presentation took place at a recent meeting of the executive of the Association held at Toronto.

You've Seen Our Ads.

There's no hiding the Martin-Senour advertisements this year—they stand right out in the best Farm Papers, Religious Publications, Magazines, etc., all through Canada—working hard for our dealers. Write Montreal office to-day for our special newsdealer's proposition.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

Back of every Berry Brothers Dealer are sure sales-forces that help him sell Berry Brothers' Varnishes. Berry Brothers' Varnishes move fast over the counter. They are the most active stock a dealer can handle.

Berry Brothers' Varnishes have a reputation of satisfaction for over fifty years. People know about them — they know that the dealer who sells and recommends Berry Brothers' Varnishes is giving them honest, lasting varnish values. This reputation helps you sell Berry Brothers' Varnishes.

Berry Brothers' advertising is another sales-force that brings folks into your store. For years we have been telling the public about the qualities of our Varnishes. We have educated them to ask for Berry Brothers' Varnishes—to know this name as one that stands for varnish satisfaction. Berry Brothers' Varnishes are easy to sell because of this.

And the Berry Brothers dealer gets more than the profit out of Berry Brothers' Varnishes. They help him to build his business reputation for selling high-grade goods.

If you haven't Berry Brothers' Varnishes on your shelves, let us tell you more about them.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
WALKERVILLE, ONTANIO

Weekly Market Report---Paints

MONTREAL.

MONTREAL, May 6.—Almost without exception Montreal jobbers and manufacturers report that business has been very good this spring, and there seems no reason to anticipate any change in these conditions. Locally the "clean-up and paint-up" campaign is having its effect in increased sales of paints and brushes, etc., for the clean-up week. The advent of warmer weather has given an opportunity for outside work, and a great deal is being done in this way.

Glass and Putty.

Shipments of glass are expected to arrive shortly. There has been a good amount of business right along, and prices have not been changed. Some new packages of putty are now on the market. Quotations are as follows:—Casks, $2.30; 100-lb. drums, $2.50; 50-lb. drums, $2.55; 25-lb. drums, $2.60; bladders, in barrels, $2.80; 5-lb. tins, 2 cents advance over 25-lb. iron price, and 1 and 2-lb. tins, 2½ cents per pound advance over 25-lb. iron price.

White Lead.

Quotations of $8.05 per 100 for ton lots, and $8.25 for less than ton lots, are still in effect. There has been a good steady demand.

Linseed Oil.

Prices on linseed oil are marked down 2 cents since last report. Business has been about the average. Quotations now are:—

Raw Linseed—
1 to 4 barrels ..... 60c per gal.
5 to 9 barrels ..... 59c per gal.
Boiled Linseed—
1 to 4 barrels ..... 63c per gal.
5 to 9 barrels ..... 62c per gal.

Turpentine.

The demand for turpentine, like the paint business, has been exceptionally good, and stocks in the hands of some dealers are quite low. The market is weak, and prices are 1 cent below last week's figures. Quotations now are:—

1 barrel ..... 64c per gal.
5 barrels ..... 63c per gal.

Five-gallon packages, 5 cents advance; packages extra; terms net.

Gasoline.

There has been no change in the price of gasoline since last week. Sales have been very good, both in the city and out through the country. The following prices are in effect:—

Barrels, in wood..... 23c gallon.
In steel and drums..... 20c "
Tank wagon (100 gals.). 19½c "

TORONTO.

TORONTO, May 7.—Toronto retailers and those in the surrounding districts report an improvement in the paint business since the advent of warmer weather. A better demand now exists for all lines of paint, linseed oil, lead and turpentine. There is a scarcity of turpentine in Toronto at present.

Linseed Oil.

The ruling prices in linseed oil at Toronto remain unchanged although price cutting is evident. Ruling quotations are:—

Raw Linseed Oil—
Single barrels .....65c gallon.
3 to 5 barrels.....63c gallon.
6 to 9 barrels.....61c gallon.
Boiled Linseed Oil—
Single barrels .....68c gallon.
3 to 5 barrels .....66c gallon.
6 to 9 barrels .....64c gallon.

Oil in less than barrel lots, 7 cents per gallon. Cans are charged at: 5-gal. cans, 50 cents each; 10-gal., 75c each.

Turpentine.

There has been no change in turpentine quotations since the big decline reported last week. The southern market has been very weak for some time past, but during the past few days has shown signs of strength. The ruling quotations in Toronto are as follows:—

Single barrels .....65c per Imp. gal.
2 to 4 barrels ... ...64c per Imp. gal.
5 gallon lots .....72c per Imp. gal.

White Lead.

White lead quotations in Toronto remain unchanged and are as follows:—

Less than ton lots....$8.40 per 100 lbs.
Ton lots ..... 8.20 per 100 lbs.

For larger quantities prices are open.

Ready Mixed Paints.

With the improvement in weather conditions and the advent of warmer weather retailers have experienced a better demand for ready mixed paints and varnishes.

During the next few weeks paint sales should be very heavy. Some very fine displays of paint are being shown in the show windows of many of the retailer's stores.

Gasoline and Benzine.

The demand for gasoline is increasing rapidly and quotations are steady. There does not appear to be any great reason to expect an advance in price this year such as there was last. Quotations in gasoline and benzine are shown in current market quotations.

Glass and Putty.

Business in glass is not brisk at present, although the outlook is slightly better than it was last week. Quotations on glass and putty remain the same as shown in current market quotations.

THE MONTREAL CAMPAIGN.

The "Clean Up and Paint Up" campaign in Montreal is making splendid progress. The city council has voted $2,500 toward the expense of the movement and more than $600 has been received from private subscription. The Montreal Tramways Co. have placed their trucks and incineration plant at the disposal of the committee and the civic departments of police, fire, health and incineration are all working in harmony to make the week a huge success. The moving picture theatres have also offered to help and a series of local views showing unsanitary conditions and how to remedy them are being prepared and will be shown on the screens all over the city.

The programme for the Clean-Up week and the officers in charge each day has been decided on as follows:

Sunday, May 17—Special sermons in the city churches, Dr. Atherton.

Monday, May 18—Fire Prevention Day, Chief Tremblay, of the Fire Brigade.

Tuesday, May 19—Front Yard Day, Dr. Walter G. Kennedy.

Wednesday, May 20—Back Yard Day, E. T. Sayers.

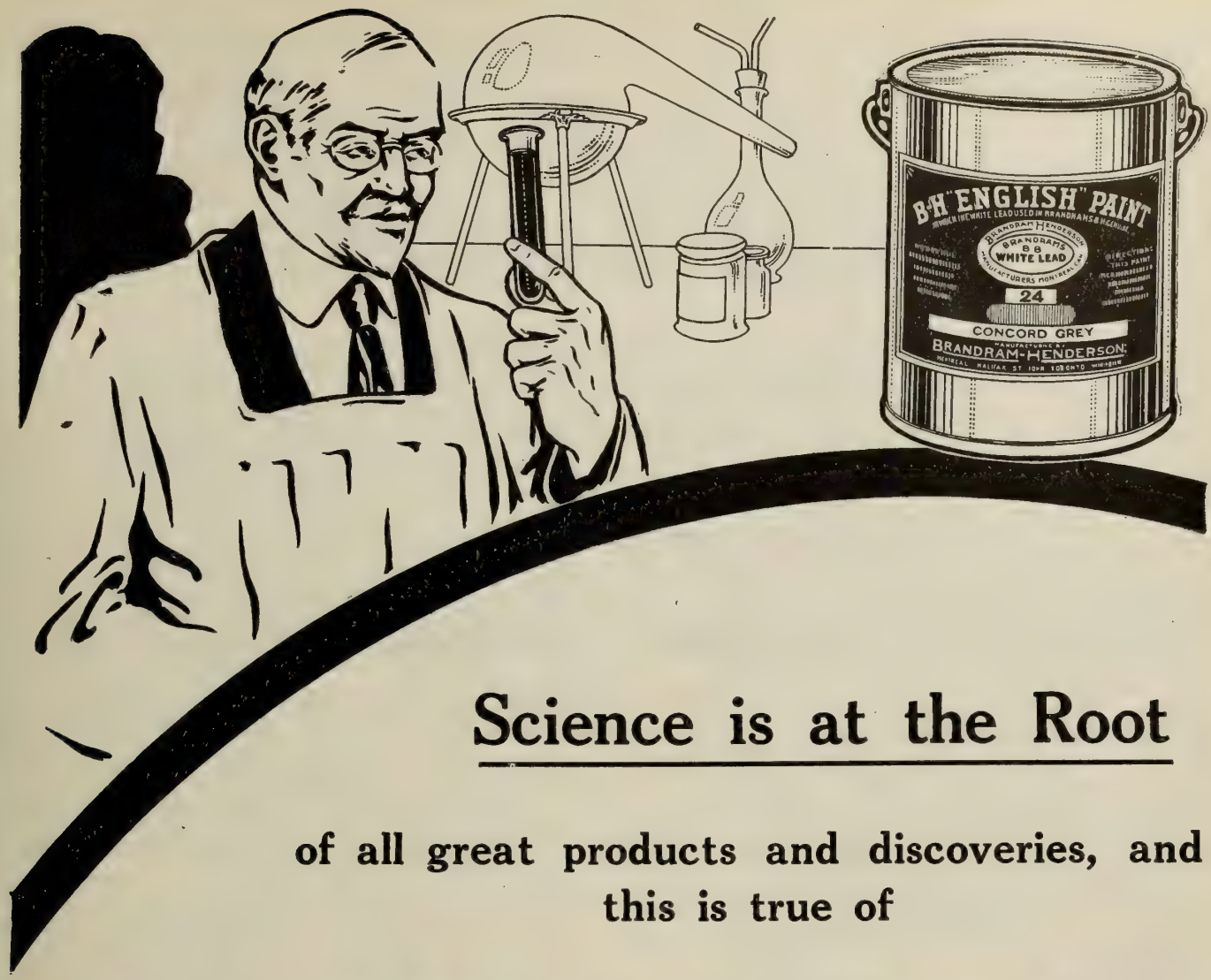
Thursday, May 21—Sanitation Day, ex-Mayor Dr. J. J. Guerin.

Friday, May 22—Paint-up Day, L. R. Greene.

Saturday, May 23—Children's Day, Dr. S. Boucher, M.H.O.

FIRE LOSSES.

The warehouse of Sadler & Haworth, leather belting manufacturers, Montreal, was visited by fire on May 5, and damage to the extent of about $20,000 was done before the flames were under control. The loss is fully covered by insurance, and the business is being carried on as usual. The fire was confined to the upper floors of the building and the stock-rooms escaped practically without damage. All orders are being filled, and the business will not be interfered with in any way, except the inconvenience that such a visitation always brings. This is the first fire Sadler & Haworth have had in their forty years in business.



Science is at the Root

of all great products and discoveries, and this is true of

B-H "ENGLISH" PAINT

There is no guess-work in its composition—no uncertainty about its ability to run a long-winded race against time.

B-H "English" Paint shines as a noteworthy achievement in paint-making against a dull grey background of mediocre things made primarily to sell, but with little thought as to their actual use or enduring qualities.

"Endurance" Paint is another name for B-H "English" Paint. It *must* excel in lasting qualities because made in white and tints on a base consisting of 70% of Brandram's B.B. Genuine White Lead and 30% Pure Zinc.

Service is the proof. Convincing indeed is the fact that after many years of use, B-H "English" Paint is more widely used every year on the finest buildings in Canada.

You can do a better business with the best—build up a lasting trade with B-H "English."

Send for Booklet.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb.	19c
Pattern, lb.	22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb.	$8 50 $8 75

ANVILS.

Buckworth, per lb.	0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3, Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 20½c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS.

	Lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25
Copper tubing, 4 cents extra.	
Ingot, Red, lb.	0 14 0 13
Ingot, Yellow, lb.	0 13 0 11½

BUTTS.

Plated, bower barff and nickel. No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz.	4 00
Without rim, 18x28, doz.	4 50
Without rim, 20x30, doz.	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash).	Per doz.
Glass, doz.	3 50
Enameled, doz., net	3 50
Pony	$1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)	3 50
Western King (Enamel)	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

	Per yard.
40 inches, 7 oz.	0 05¼
40 inches, 8 oz.	0 05½
40 inches, 10 oz.	0 06¾

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15.
Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz.	2 70
2 gal. jacketted, per doz.	3 60
3 gal. jacketted, per doz.	4 20
5 gal. jacketted, per doz.	4 80
10 gal. jacketted, per doz.	8 40

CEMENT AND FIREBRICK.

Portland, per bbl., Delivered		1 63
Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b.		1 55
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English.	17 00	21 00
Fire brick, American, low	23 00	25 00
Fire brick, American, high	27 50	31 00
Fire clay (Scotch), net ton		5 50
Fire clay (American), net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., per lb.	0 05
25 lb. tins, per doz., per lb.	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls).	0 17
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
Malleable adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER.

	Montreal. Per 100 lbs	Toronto.
Casting ingot	$16 50	$15 50
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6 and No. 7, lb.	0 31½
No. 8, No. 9, No. 10, No. 12	0 31

CRATES.

Humpty-Dumpty, egg, doz	3 75

(CANADA) PLATES.

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo	D. Crown	Corbals
18x24x52	4 45	4 45	4 60
60	4 70	4 70	4 85
20x28x30	8 90	8 90	9 20
20x28x80	9 40	9 40	9 70

M. L. S. Famous (equal Bradley).

	Per box
I C, 14x20 base.	$7 00
I X, 14x20 base.	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base.	5 00
I X, 14x20 base.	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.	7 00	7 00
I X, 14x20 base.	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base.	4 65
I X, 14x20 base.	5 65
I X X, 14x20 base.	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base.	4 50
20x28, double box.	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin	9 40

Jamieson's Ready Mixed Paints and Varnishes

will satisfy the most exacting demands of your paint customers, both in quality and price. A satisfied customer means that he will come back for the same brand every time he wants paint, which, with a good, profitable line, means a successful paint business.

WILL YOU BE OUR AGENT IN YOUR TOWN?

R. C. Jamieson & Company, Limited

ESTABLISHED 1858

MONTREAL and **VANCOUVER**

OWNING AND OPERATING P. D. DODS & CO., LIMITED

The World-Famous

SIMONDS

Crescent-Ground

CROSS-CUT SAWS



MADE IN MONTREAL

Sell **Simonds Saws** because they will give your customer better service than any other make of saw. There is none better. They cut easy and saw fast. Made of Simonds special edge-holding steel. Each saw guaranteed. Buy from your jobber, or write to

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave.

Montreal, Que.

Vancouver, or St. John, N. B.

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES. 7½c per lb.
CROWBARS. 4½c per lb.

D

DOORS, SCREEN. Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style.. 8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.
Yarmouth Double Filled.
29-inch, 7 oz. 0 17¾
29-inch, 8 oz. 0 19½
29-inch, 10 oz. 0 24½
29-inch, 12 oz. 0 29½
Standard Single Filled.
29-inch, 6 oz. 0 12½
29-inch, 7 oz. 0 14
29-inch, 8 oz. 0 15½
29-inch, 9 oz. 0 17½
29-inch, 10 oz. 0 19½
29-inch, 12 oz. 0 23¼
29-inch, 15 oz. 0 32

E

EAVETROUGHS.
10 inch, in 10 ft. lengths.... 3 30
12 inch, in 10 ft. lengths 3 88
15 inch, in 10 ft. lengths.... 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS. Per cent.
Disston's 75
Great Western American.. 75
Kearney and Foot, Arcade. 75
J. Barton Smith Eagle 75
McClellan Globe 75
Black Diamond 66
Delta Files 65
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (Eng. list) 35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.
Dana Freezers, Crank Only.
1 quart, each 1 70
2 quart, each 2 00
3 quart, each 2 20
4 quart, each 2 65
6 quart, each 3 35
8 quart, each 4 30
10 quart, each 5 80
12 quart, ... 6 65
16 quart, each 9 35
Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.
30 quart, each 12 80
25 quart, each 16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 21½c gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb...	0 16¼	0 17¾
250-lb. casks, lb..	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb..	0 17½	0 19
25-lb. drums, lb..	0 17¾	0 19¼
1-lb. pack., lb.. .	0 19¾	0 21¼
½-lb. pack., lb. .	0 21¾	0 23¼
1-lb. tins, lb.....	0 20¾	0 22¼
¼-lb. tins, lb.....	....	0 24¼

HOYLES PARIS GREEN.
Petroleum Barrels, per lb. 0 14¼
Arsenic Kegs, per lb..... 0 14½
50 lb. and 100 lb Drums, per lb. 0 15½
25-lb. Drums, per lb..... 0 15¾
1-lb. Papers, per lb..... 0 17½
1-lb. Tins, per lb. 0 18½
Terms:—Net Cash 30 days.
F.O.B. Montreal.

GRINDSTONES.
Over 40 lbs. and 2 in. thick, per 100 lbs 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).
Jute Rope, ⅜-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ⅝-in., per gross 13 50
Leather, 1-in., per doz..... 4 00
Leather, 1½-in., per doz.. 5 20
Web 2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1.....	$13 13
Samson shingle, No. 2.....	14 20
Samson claw, No. 1.....	15 10
Samson claw, No. 2.....	15 70

HAMMERS.
Tack, iron, doz. $0 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
Adze hickory handle, lb.... 6 25
Adze straight claw, 1 lb., doz. 7 00
Farriers hammers, 10 oz., doz. 5 50
Tinners setting, ½ lb., doz. 4 50
Machinists, ½ lb., doz..... 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over 0 06
Sledge, Napping, up to 2 lbs. 0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs.. 4 00
Over 12 in., per 100 lbs.. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges. 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L" steel shoes, feather weight pattern. all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.
Competition ..... 70 5 p.c.
Corrugated, ½ in., ft.... 0 13½
Corrugated, ¾ in., ft.... 0 18
500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.
Richards Wilcox No. 021
B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 B.D. Hanger, full set ... 4 5

Stearns Wood track	Special.	
Zenith	....	9 00
Atlas, steel covered..	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible ..	....	6 90
Double strap hangers, doz. sets	....	6 50
Standard Jointed hangers, doz. sets.	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers ...	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	7 25
Sovereign	....	6 50

Chicago Friction. Oscillating and Big Twin-angers, 5 per cent.

Steel track, 1 x 3-16 in. (100 ft.)		3 25
Steel track, 1¼ in.		4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.
HOES. Grub, 3½-lb., $4.00 doz.

HOOKS (CONDUCTOR).
Never-slip, 2 in., 1½ lbs., per doz. net $0 30
Never-slip, 3 in., 3 lbs., per doz. net 0 45
Never-slip, 4 in., 4 lbs., per doz. net 0 60
Never-slip, 5 in., 5½ lbs., per doz. net 0 80
Hinged, 2 in., 2½ lbs., per doz. net 0 50
Hinged, 3 in., 3 lbs., per doz. net 0 65
Hinged, 4 in., 5 lbs., per doz. net 0 90
Hinged, 5 in., 6 lbs., per doz. net 1 10

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel..	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel ...	0 15	0 15
Shoe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 08
High speed	0 65	0 65
Capital tool steel..	0 50	....
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel..	0 06½	....
Silver tool steel...	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch ..	....	0 06½
1 7-16 to 3 inch....	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).
Mrs. Potts, No. 55, polished, per set 0 78
Mrs. Potts, No. 50, nickel-plated, per set 0 88
Mrs. Potts, handles, japanned, per gross 9 00
Sad Irons, common, plain. 5 00
Sad irons, common, plated. 5 50
Asbestos, per set 1 50
Princess Electric, each ... 3 00
Gasoline Sad Iron, each .. 3 50

L

LADDERS, ETC.
(Step Ladders.)
Shelf-lock ..... 12c ft.
Ontario ..... 16c ft.
Faultless ..... 25c ft.
Extra Heavy ..... 28c ft.
Hercules ..... 23c ft.
Decorator .....18c and 20c ft.
Chair Ladders, each $2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft., each	$2 60
22	2 86
24	3 12
26	3 38
28	3 64
30	3 90
32	4 16
34	5 10
36	5 40
38	5 70
40	6 00
44	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladders, each	2 00
Common, plain	5 00
Shelf-lock .....12c ft.	
Extra Heavy .....25c ft.	
26 ft. .... 3 90 48 ft.	9 12
30	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.
Trulite, doz. 7 00
Beacon, doz. 7 00
Wrightlight, doz. 7 00
No. 2 or 4, plain cold blast, doz. 7 00
Short globe pattern, doz... 7 00
Japanned cold blast, doz... 7 50
Brass, well japanned, doz.. 9 25
All brass, doz. 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LATHS (METAL).
26-gauge, painted metal lath, per sq. yd. 0 10
24-gauge, painted metal lath, per sq. yd. 0 13
23-gauge, painted metal lath, per sq. yd. 0 15
24-gauge, galv. metal lath, per sq. yd. 0 17
23-gauge, galv. metal lath, per sq. yd. 0 19

LEAD.	Montreal	Toronto
Domestic (Trail), 100 lbs. 5 00		4 90
Imported pig, per 100 lbs. 5 00		....

Lead Wool, 8c lb.

Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft..	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb extra.

LINES, PLOUGH.
Russia snap, per gross.... 33 00
Indian snap, per gross 27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).
New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3 85 00
20 per cent. discount.

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

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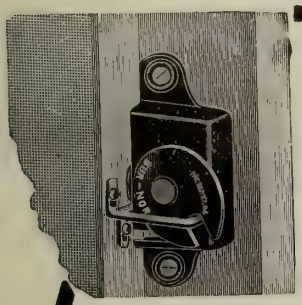


GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO



No. 2-A Closed

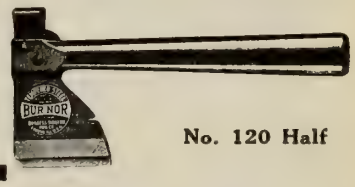
Why Use Screen Doors, If They Don't Shut Tight?

Bur-Nor Catches will hold the doors shut, prevent warping and sagging. Also strengthens weak hinges. Made in two styles, Plain and with positive locking attachment. Put them on your show-case, they sell themselves.

Our Hatchet proposition will also interest you. Bur-Nor Hatchets are 50% stronger than other styles.

May we send you catalogue and prices of both?

BURGESS-NORTON MANUFACTURING CO.
GENEVA, ILLINOIS, U. S. A.



No. 120 Half

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard. 16 x 24, doz.	9 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75
Extra Cloths.	
Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5 50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50, 20 in., $10.00; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.10 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No 12,	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 80
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Best (American), per 100 lbs.	7 75
U. S. Navy (American), per 100 lbs.	7 25
Plumbers (spun), per 100-lb. bales	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch	0 09
Heavy, 8 ends to 1-inch	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 55
O.K. Paper, No. 2, per roll	0 40
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft. roll	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston of Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17

PAPER.

	Per 100 lbs
Oiled waterproof building paper, 600 sq. ft. roll	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S sheathing	0 42
Tarred fibre No. 1	0 62
Tarred fibre No. 2	0 43
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60

PITCH

Pine, per bbl., f.o.b. Toronto 4 50

PIPE.

Stove, 6 in., $8.50; 7 in., $9.00 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

Lapweld.

2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.

Lead waste pipe, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths	3 45
3 inch, in 10 foot lengths	4 20
4 inch, in 10 foot lengths	5 53
5 inch, in 10 foot lengths	7 60
6 inch, in 10 foot lengths	9 23

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	18 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Selected full count.	Per Case
5 gross, 4-in. (loose)	$0 80
5 gross 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pack'gs of 4 doz. each)	0 80
6 gross, 4-in. (12 pack'gs of each)	1 00
4 gross, 4 in. (24 pack'gs of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices, Pliers and Nippers.

Button's genuine, 37½ to 40 p.c. cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Tarred 210 roofing felt, Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton rope 3-16 in. and larger	0 25
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ⅝-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent
Shurley & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion 50 per cent.

Burrow, Stewart & Milne—Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14.00 plus $1.00 for stamping; 1200 lb., platform, $16.50 plus $1.00 for stamping; 2000 lb., platform, $22.00 plus $1.00 for stamping; 2000 lb., drop lever, $26.00 plus $1.00 for stamping.

SCREWS.

			Per cent
Wood, F.H., bright, 85, 10, 10, 10 per cent.			7½,
Wood, R.H., bright, 80, 10, 10, 10 per cent.			7½,
O.H. bright, 80, 10, 10% off list.			7½,
Wood F.H., brass	75 10	7½	10
Wood R.H., brass	70 10	7½	10
Wood F.H., bronze	70 10	5	10
Wood R.H., bronze	65 10	5	10
Drive screws	65 10	5	10
Set, case hardened	60 10		
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.	$5 00		
Bench, iron, per doz.	4 25		



"SATISFACTION"

STOCK THIS NOW

"Satisfaction" in every can, there's the additional profit of delighted customers in handling Moore's House Colors. They're pure, the color is positive, and in covering capacity they stand in the front rank. Their sale means "satisfaction" for the buyer—he gets what he needs and "satisfaction" for you in good profit from worthy merchandise.

IT SELLS EASILY

Benjamin Moore & Co., 6 Lloyd St., West Toronto

NEW YORK CHICAGO CLEVELAND CARTE

Do you sell it?

Are you in line for big paint profits in 1914? Have you made sure of a prosperous paint year by stocking

"SILKSTONE"

(COPYRIGHT)



the smooth as silk—hard as stone, flat wall color.

It means profit and good-will to you, to be a Silkstone Dealer.

Ask us about it now.

G. F. STEPHENS & CO., Limited

WINNIPEG, CANADA **Branch at Calgary, Alta.**

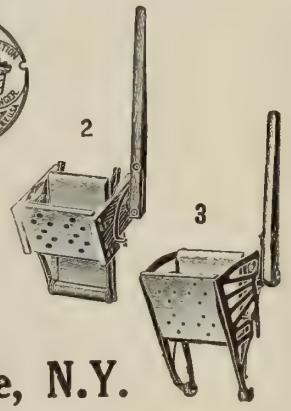
THE WHITE MOP WRINGER



always bears this trade-mark

LOOK FOR IT.

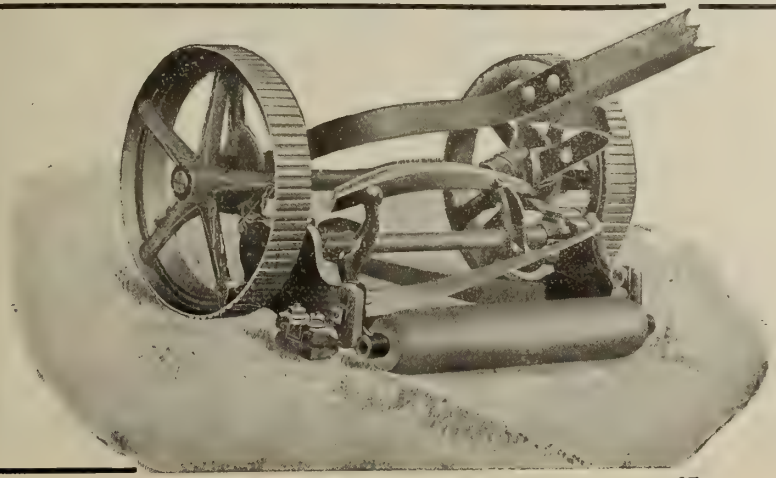




Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.



Summer Time

Means lawn mowing time and a big, brisk business in your lawn mower department.

Be sure that the business you do this year lays a foundation for an even larger business next year, by handling "Birkett Lawn Mowers," for—

Their proven excellence makes them business builders in every locality.

Get the prices!

Thos. Birkett & Son, Limited

Ottawa, Ont.

SKATES AND HOCKEY STICKS.
Roller, No. 12, 85c pair.
Roller, No. 2280, 42c pair.
Ball Bearing, $1.60 pair.
Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Tinker's bar, ...		0 28
Wire solder, lb.	0 25½	0 27
Bar, half-and-half, guaranteed	0 24½	0 24

WIPING SOLDER.

Acme		0 19½
Easy		0 20½
Star Extra		0 22¼

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.
Foreign, per 100 lbs.. 6 00 5 50

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS.
Base, per lb., 28 cents.

SAP SPOUTS.
Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 55 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.
Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea.. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 4 90
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.
Disston's, 10 per cent.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIN.	Montreal	Toronto
Tin, per lb.	..42½ to 43	35½

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse).	Doz.
Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each.	$1 50	14 ft., each.	$4 20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TWINE (Binder).
650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.
Wrapping cotton, 3-ply.. 0 24¼
Wrapping cotton, 4-ply.. 0 26¾
Mattress, No. 64 ..... 0 45
Mattress, No. 73 ..... 0 55
Mattress, No. 84 ..... 0 60
Upholsterers' twine, No. 64 0 30

TUBES.
Boiler Tubes.

100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.
Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2.....	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties. per 1,000. 5 00

V

VALVES, ETC.
Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS.
Can. wrought iron, 45 per cent

WASTE.
(See Paint Markets)

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.
High carbon, No. 9, $2.40 in cars.

FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30 $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.
From stock f.ob. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.
No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings. 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON
Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.
Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal and Toronto.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Less 20 per cent.

MOP WRINGERS.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

WHEELBARROWS.

Navvy, steel wheel, doz...	21 20
Garden, steel wheel, doz..	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square.....	6 75
24 gauge, per square.....	5 50
26 gauge, per square.....	4 25
28 gauge, per square.....	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20 ..	3 95	3 75	3 95
22-24 ..	4 15	3 95	4 15
26 ..	4 40	4 20	4 40
28 ..	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 Eng. lish)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

NOW IS THE TIME TO STOCK

Ready Roofing — Building Papers

Deadening Felts and Waterproof Papers



By purchasing from any of our branches, Saskatoon, Swift Current, or Winnipeg, you save both time and freight charges. This means quick delivery, satisfied customers and better profits. Get our sample book showing samples of any of the following:

Supreme Building Paper—The very highest grade of pure Sulphite Sheathing. Put up in uniform rolls, 32 inches wide, containing 400 square feet.

Sovereign Sheathing Felt—A high-grade fabric, manufactured of best quality wool felt, heavily coated with an indestructible mineral compound that will not dry out or disintegrate. Unequalled for the sheathing of ceilings, walls and floors. Protects against wind and wet, dampness or moisture. Hygienic and Sanitary, Germ and Vermin Proof.

Winnipeg Roofing—Made of the highest grade of wool felt, thoroughly saturated with a non-drying compound, specially adapted to the extremes of climate in this western country.

Put up in one or two square rolls, as desired, with sufficient extra material to allow for a two-inch lap in laying. Complete with cement and large-headed nails for seams and laps.

Klimax Roofing is an excellent grade of smooth-surfaced, ready-to-lay roofing. It is a flexible fabric, thoroughly water-proof, and possesses great wearing qualities.

Put up in one or two square rolls, as desired, with sufficient extra material to allow for a two-inch lap in laying. Sufficient broad-headed nails and cement for laps, together with full directions for laying are packed inside each roll.

Deadening Felts—Snug Felt, Carpet Felt, Red Burlap Felt, and Green Burlap Felt.

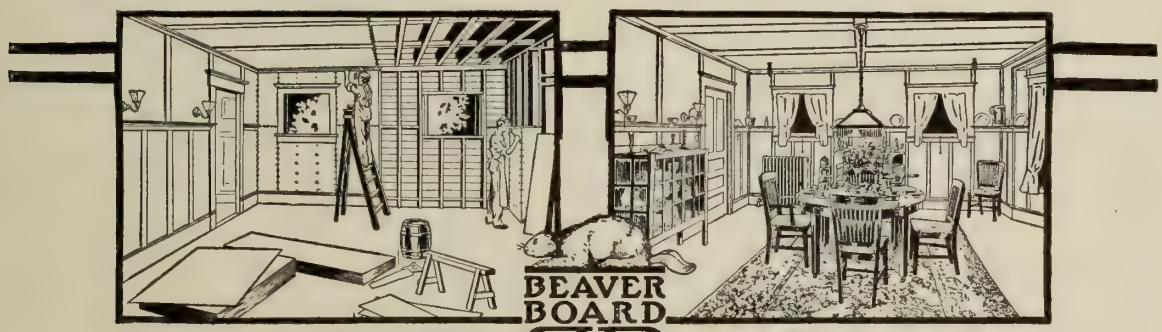


Beaver Board

The New Wall Board—Takes the Place of Lath and Plaster

Is nailed directly to the studding of wall or ceiling, and can be put on by a carpenter or anyone handy with tools.

Beaver Board is made of pure wood fibre, in sheets about 3-16 of an inch thick, 48 inches wide, by 6, 7, 8, 9 and 10 feet long, and put up in bundles.



This shows a new room with the BEAVER BOARD being nailed to the studding. The work is easily and rapidly done, without the litter and confusion of lath and plaster.

PURE WOOD FIBRE

This shows how the room looks when finished. It suggests but one of very many artistic schemes of design and decoration possible with BEAVER BOARD walls and ceilings.

Extensive advertising, backed up by the quality of this product, has created an extensive demand. Let us assist you to realize on such easily-earned profits. A postal inquiry will bring complete details.

The Winnipeg Paint and Glass Company, Ltd.

"Everything for a Building"

SASKATOON **WINNIPEG** SWIFT CURRENT

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1....$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 06
Vermilion, 100 lb. kegs....	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 04
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16
Combs, graining set	0 75

COMBS.

Graining, in sets, set 0 65

DRIERS.

Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros.' Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 13
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

5 per cent. for city delivery, 20 per cent. on out-of-town shipments, f.o.b. cars.

MONTREAL QUOTATIONS.

Size United Ins.	Star. Country	City
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

GLASS, PLATE.

Country discount, 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec. City discount 33 1-3, 7½ p.c. Freight equalized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal	Toronto
	Per 100 lbs.	
Elephant, Genuine ...	8 75	8 90
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..	....	8 60
Purity C.O. Co.'s, Ltd.		7 90
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	....	9 50
Decorators Pure (Winnipeg)		8 80
Stephens' H. P. P. (Winnipeg)		8 30

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 65
3 to 5 bbls.	0 59	0 63
6 to 9 bbls.	0 58	0 61

LINSEED, BOILED.

Single bbls.	0 63	0 68
3 to 5 bbls.	0 62	0 66
6 to 9 bbls.	0 61	0 64

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	1 95
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint Winnipeg	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel 2 50

PARIS WHITE.

In bbs. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks.....	2 30	2 40
Bulk, 100-lb. drums..2	50	2 60
Bulk, 25-lb. drums ..	2 60	2 70
Bladders, in bbls. ...	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans $2.10.

Mar-Not	2 70
Cumoff	2 10

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
5 gal.	0 72½	0 76
Pure, single bbls. ..	0 67½	0 69
2 to 4 bbls.	0 66½	0 68

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size Japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan, ...	1 15
House painters' white jap.	1 95
Elastillite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts, gross	9 60
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 75
No. 1 orange shellac varnish, bbls.	1 60

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge	0 45
½ gal. package, per pkge	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07⅜
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾



Handle a line of paints and varnishes made by a firm with a long-established reputation for satisfactory products.

Canada Paint Products have been well and favorably known to the trade and general public for the past fifty years.

Here are reasons why The Canada Paint Co. is able to maintain a full line of Paints and Varnishes of a high standard of quality.

The most important ingredients used in the manufacture of strictly high-quality paint are linseed oil, white lead and coloring pigments.

In Winnipeg, where the best No. 1 North Western Flax-seed can be obtained at the most favorable price, The Canada Paint Co. operate their own Linseed Oil Mill. Linseed Oil is the life-blood of paints and varnishes, and no purer or better oil is produced than Canada Paint Hydraulic Pressed Linseed Oil.

In Montreal, The Canada Paint Co. grind their own White Lead. The reputation Elephant White Lead has in all parts of the country speaks for the efficiency of this part of The Canada Paint organization.

At Red Mills, Que., The Canada Paint Co. mine and treat their own iron oxides for the production of oxide colors. Oxides produced at Red Mill are the purest known to exist in the world.

With control of the principal raw materials entering into the production of their products, The Canada Paint Co. are able to maintain a high standard of quality. This is the keynote of Canada Paint Products.

The long manufacturing and business experience of The Canada Paint Co. behind the goods themselves presents an unusual opportunity for paint dealers who are looking for the best paint and varnish proposition to push. Our Representative will lay before you a plan that will not only make your paint business more profitable for you, but will also make it the most interesting and prominent part of your business if you are an aggressive business man.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS
VARNISHES

TRADE MARK

STAINS-ENAMELS
LINSEED OILS

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c;

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅝ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅝ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 67½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Brazlers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith¼ in., round shank, 55 per cent.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in., $3.10; 1¼, $3.10; 1 in., $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 60

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

GALVANIZED PIPE.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 75	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish, bbls.	2 00	
Pure orange shellac varnish, bbl	1 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

LINSEED OIL.
Raw, per gal., 68c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper. No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg, Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

HARVEST TOOLS
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28, I.C	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2-point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.



Sheraton

Georgian

La Rose

Community Silver

AND

Reliance Plate

The Month of June— For Bride and Groom

June is the month of weddings.

And June is a **Community Silver** month.

Society news, notes of thanks from the bride, gossip of the guests—all touch upon the charm of **Community Silver** and its appropriateness as a wedding gift.

June is a harvest month—truly a harvest for the dealer—the month in which he reaps handsome profits, profits which usually mature in one month.

Community Silver and June weddings. One's the seed, the other's the soil.

We furnish the seed, the "community" the soil, and the dealer reaps the profits.

Mr. Dealer: Don't overlook **Community Silver** in sending Miller-Morse your **May** orders.

Send for illustrations and prices of the three new styles shown on left.

wedding was solemnized at the residence of the bride's sister.

The popularity of the bride and groom was evidenced by the numerous presents received. One of the most appropriate was the Community Silver set of seventy-two pieces, given the young couple by the members of the Retail Clerks' League, with which the groom is prominently identified.

After the honeymoon trip to Winnipeg, Toronto and Montreal, the happy couple will be at home to their friends at the Strath Apartment

a Morris Chair from the members of the E.O.T., a literary club which meets "Every Other Thursday," and of which the bride is Secretary.

On the centre table was a resplendent array of Community Silver representing the gifts from relatives and friends of the bride and groom.

It was noticeable that these presents elicited most favorable comment and undoubtedly will be appreciated

And Flora, you can't imagine how George and I appreciate the set of Community Silver Forks and Spoons you and Bess gave us. Mother says you have always shown such good judgment in selecting gifts

We Appreciate Your Mail Orders and Ship Them Promptly

The bride was the recipient of many handsome presents, of which the most admired, perhaps, was a cabinet of Community Silver from her classmates.

Lovely spring flowers, daffodils and tulips were in profusion in the drawing room and

MILLER-MORSE HARDWARE CO. LIMITED

"THE BIG WINNIPEG HOUSE"



The dealer who wants to make a big **paint** profit should stock a **complete** line of paints, varnishes and supplies.

He must handle a product of **known** worth, that will give satisfaction to householder, contractor and painter—a product that will bring his customer back for more and add to the good reputation of his store.

Since 1842 dealers have found that it is an easy matter to hold the whip hand in the paint trade of their district if they handle

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USE **"MAPLE LEAF"** BRANDS

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MANUFACTURERS OF
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Mills at Montreal and Toronto

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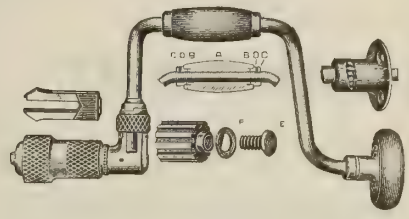
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We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

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OF QUALITY

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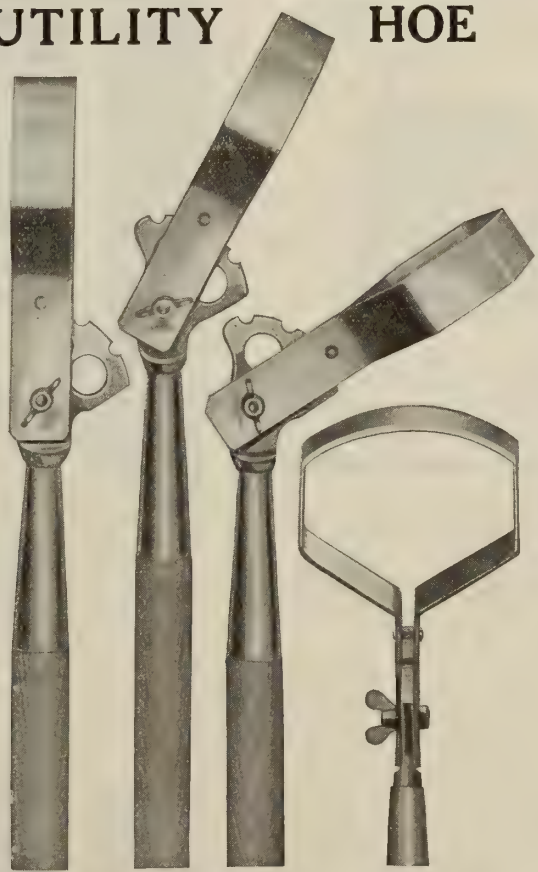
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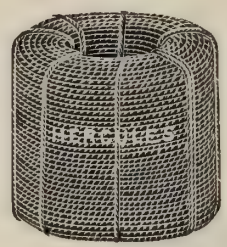
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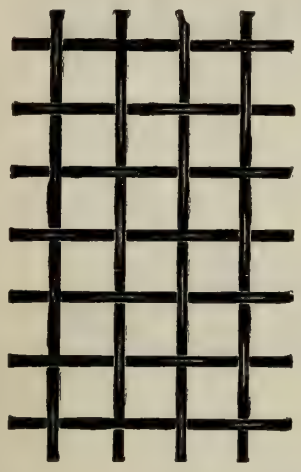
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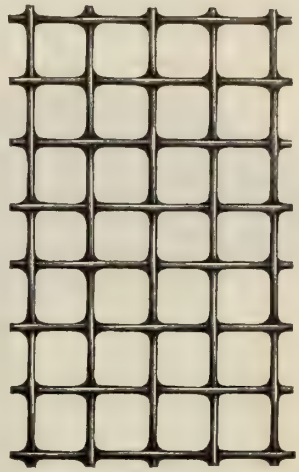


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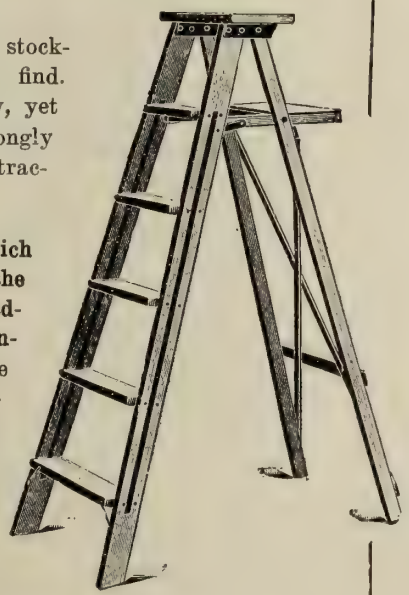
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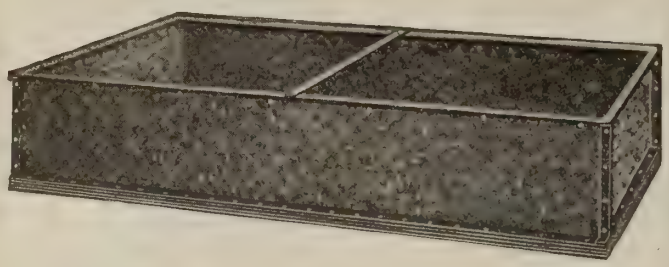
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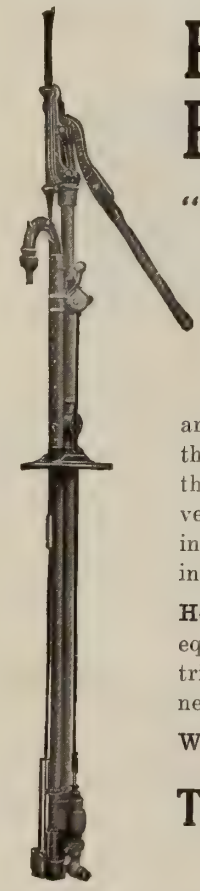


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Pump Cylinders are made of heavy brass tubing, which has a double advantage.

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Climatologists have figured out that a thousand feet reduction in altitude is equivalent to between three hundred and three hundred and fifty miles of latitude. Calgary district is about three thousand feet above sea level, Edmonton a little over two thousand; Dunvegan, on the Peace, is thirteen hundred, and Fort Vermilion, farther down the river, is only nine hundred and fifty.

These figures, considered along with the tempering influence of the warm Japan current, whose soft breath is wafted across the Rocky Mountain range on the wings of the far-famed Chinook, go to explain the miracles of production now heard of from what was once supposed to be the frozen and forbidding North.

So writes in the May MacLean's, W. D. Albright, a brilliant young journalist-farmer, now 800 miles north-west of Edmonton. On the ground, about which he talks, he is authoritative and convincing. The producing agents are getting down to business. Their assumption of such operations means a speedy return to business progress. Read this striking description of the third chapter in Western growth.

Then again the May issue of MacLean's is unusually bright by reason of the excellence of:

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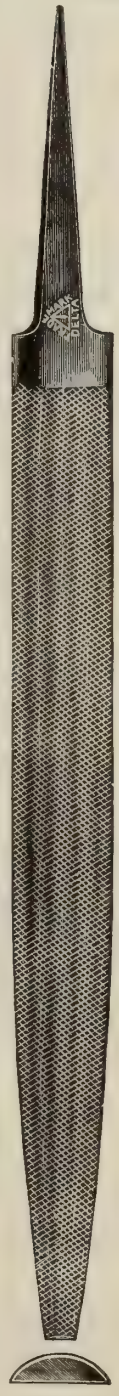
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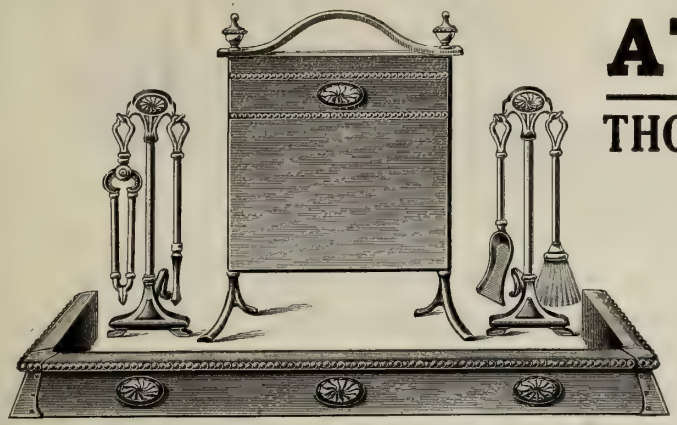
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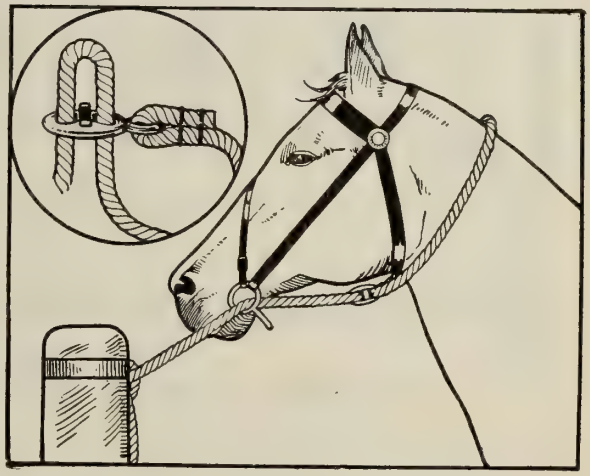
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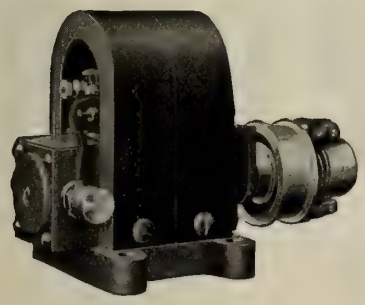
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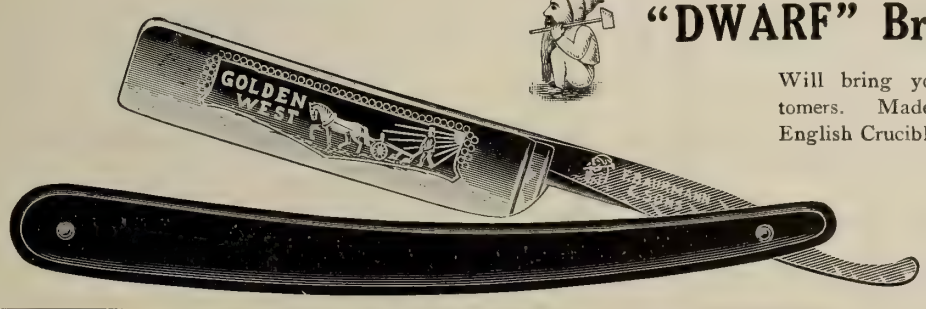
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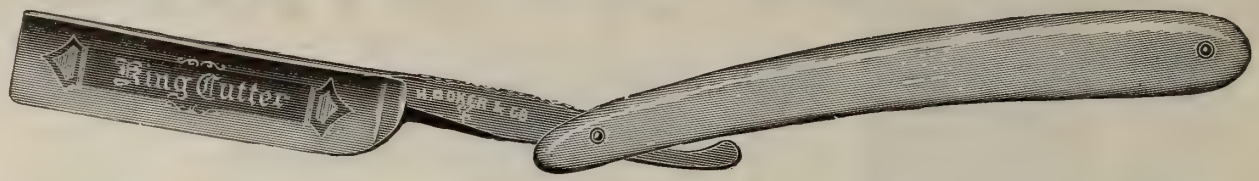
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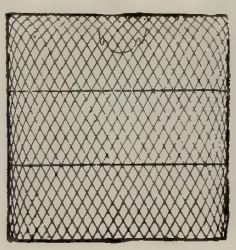
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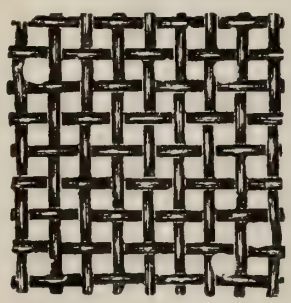
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A Novel Feature of the

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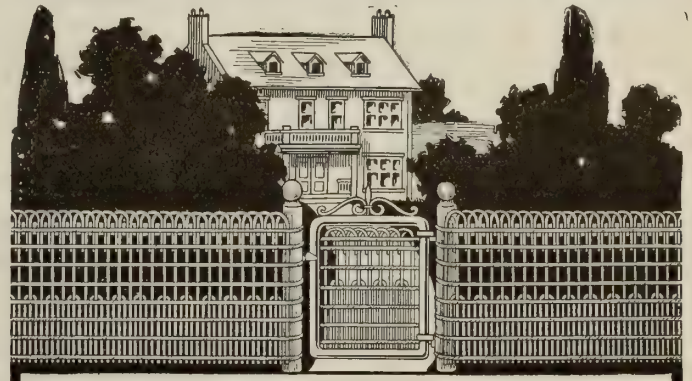
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NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO Montreal
Canadian Agents

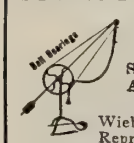
SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

FINE LAMP BLACKS



The only original Germantown
BEAR BRAND
WILCKES, MARTIN, WILCKES CO
135 WILLIAM ST NEW YORK

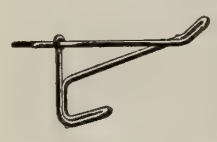
PRIEST'S CLIPPERS



THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street



The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets. Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED. OWEN SOUND.

Great Improvements
—IN—
HAMMERS



ONCE USED, ALWAYS USED.



Unequalled as Nail Pullers, Fast Nailers and Life Protectors

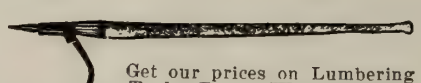
SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y

Goods Well Displayed are Half Sold!



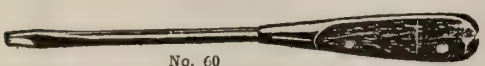
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

When writing advertisers kindly mention having seen the ad. in this paper.

BRONZITE

The Permanent Green Paint



Will Multiply Your Sales

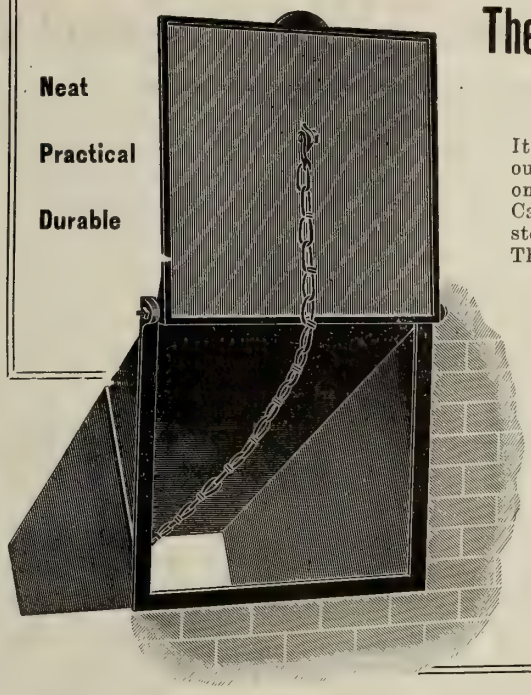
There is a certain sale for Greens in every town in Canada. Bronzite has the largest sale of any Greens in the world. It is a wonderful Green that is manufactured from the Ore of Kolonite. It is different from all other Greens, in that **it may be depended upon to withstand, for an indefinite time, the action of sun and water.** ¶ Our travellers will soon be on their Spring trip through Canada. **Drop us a card and they will call on you.** Used on all work where a green paint is needed.

COLONIAL WORKS Inc.
225-237 Norman Avenue, BROOKLYN, N. Y.

Neat

Practical

Durable



The "BEST" Fuel Chute

IS PROVING A GOOD SELLER WITH LEADING DEALERS EVERYWHERE

It sets flush with the wall, on the outside of building and is 28 in. long on top. The Frame and Door are Cast Iron, the tube is made of No. 16 steel.

The cover is held open by the hook on the door engaging with the hook on top of frame; the door opening up protects the siding of the house. The "Best" has a flange overlapping the top of door, thus preventing the rain from running down the Chute and rusting it out.

Write for prices and full particulars.

Sterling Foundry Co.
STERLING, ILLINOIS

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

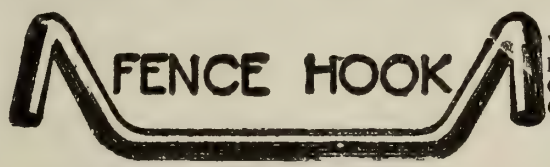
The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

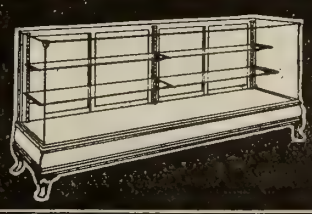
The Western Wire and Nail Co., Limited, London, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

---

Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



Write us for full particulars and estimates

KENT, SON & CO.
261 King St. West
TORONTO

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

WANTED—TINSMITH AND PLUMBER — Must be thoroughly experienced in both lines. State experience. T. Young & Sons, Hanover. (19)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

HARDWARE SALESMAN WANTED FOR Winnipeg city trade. State previous experience. Good opening for business-getter. Apply Box 30, Hardware and Metal, 34 Royal Bank Bldg., Winnipeg. (19)

WANTED.—AN INDIVIDUAL OR FIRM TO become the General Agent in each of the Eastern Provinces and British Columbia for our Ruby Fluid and Red Letter Soldering Flux. This Flux is non-acid, non-poisonous and non-corrosive, and greatly sought after by all trades soldering tinware or any metal, and especially by canners of pure food products. Apply P.O. Box 345, Winnipeg. (19)

WANTED—GOOD, BRIGHT, STRONG BOY with one year or one year and a half's experience in hardware business. State salary wanted, and apply, with references, to J. M. Adam, St. Marys.

SITUATIONS WANTED

HARDWARE CLERK, THOROUGHLY EXperienced in all lines of hardware desires position with wholesale or retail western firm. Best of references. Box 100, Hardware and Metal, Toronto. (23)

YOUNG MARRIED MAN, WITH 5 YEARS experience in general hardware, desires position with responsible retail or wholesale firm. Total abstainer; capable as manager. References A1. Begin June 1st. Box 102, Hardware & Metal, Toronto. (20)

FOR RENT

TIN SHOP TO RENT TO FIRST-CLASS mechanic only. Fully equipped; in connection with hardware store, in good, live town. Further particulars upon applying to The Johnson Hardware Co., Fort Frances, Ontario. (19)

FOR SALE

FOR SALE—HARDWARE AND TINSMITHing business. Apply to Padget & Hay, Unionville. (19)

FOR SALE — 12 STANDARD CHARCOAL stoves. Ideal for camping, picnics, etc. Any reasonable offer accepted. Freight prepaid for all or part of above lot. Box No. 103, Hardware & Metal, Toronto. (21)

FOR SALE—TINSHOP IN ONE OF THE best towns in Saskatchewan, on new railroad; north of Swift Current. No opposition. Two thousand cleared in this shop last year. Owner sick. Six hundred and fifty dollars for tools, machines, fixtures and stock. Lynch & Harris, Cabri, Sask.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

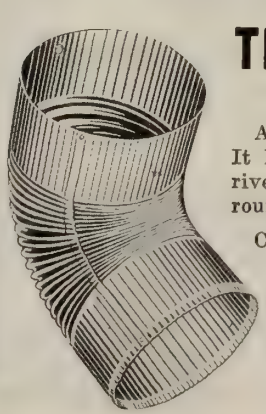
MAIL CONTRACT

SEALED TENDERS, addressed to the Postmaster General, will be received at Ottawa until noon, on Friday, the 19th June, 1914, for the conveyance of His Majesty's Mails, on a proposed Contract for four years, six times per week each way, between Caledon East (north), and Rural Mail Route, at the Postmaster General's pleasure.

Printed notices containing further information as to conditions of proposed Contract may be seen and blank forms of Tender may be obtained at the Post Office of Caledon East, and at the office of the Post Office Inspector, Toronto.

A. SUTHERLAND,
Post Office Inspector.

Post Office Inspector's Office,
Toronto, May 4th, 1914. (21)



The O-RIB-O Elbow

(MADE IN WINNIPEG)

A good elbow made of good material. It has a long curve, grooved seam, is riveted at both ends, and is perfectly round on back.

Compare it with any other make and you will say it is the best.

Your Jobber has these elbows.

THE O-RIB-O MANUFACTURING COMPANY, LIMITED

233 SPADINA AVENUE, WINNIPEG

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.

143-149 University Ave.

TORONTO

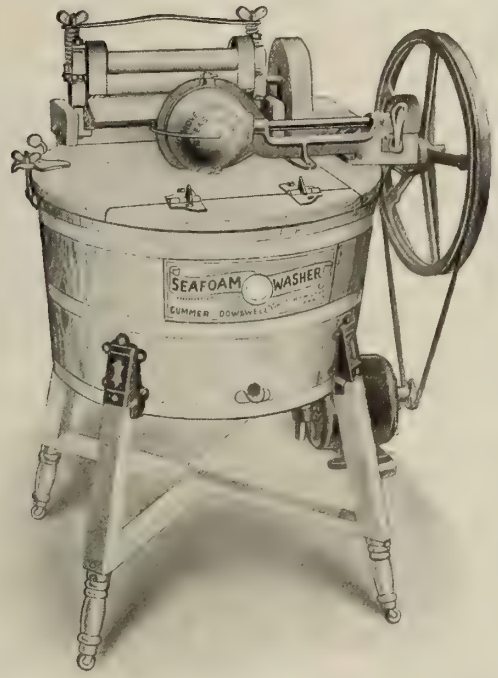
Time-Tested Trade Winners



NOISELESS



SNOWBALL



SEAFOAM ELECTRIC POWER WASHER AND WRINGER

CUMMER-DOWSWELL, LIMITED

HAMILTON, ONT.

That will bring more trade your way.

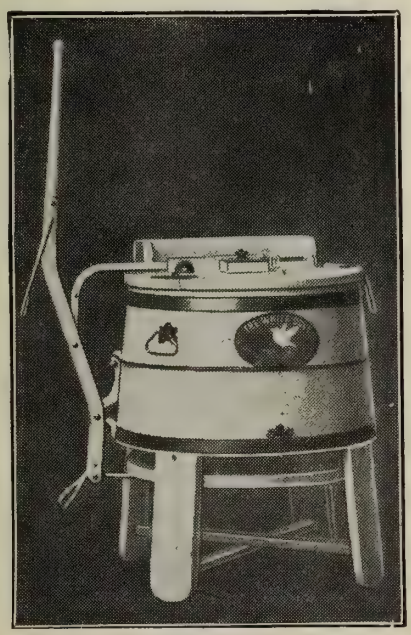


PLAYTIME HAND AND POWER

Agents:

W. L. Haldimand & Son, Montreal

H. F. Moulden & Son Winnipeg



The White Dove Hand Machine

is finished up in white enamel and gold bronze, and is beyond a question of doubt the best-looking hand machine on the market.

It does not have any gears on it to get out of order, and it obtains its great power from a 25-lb. balance wheel, which is underneath the tub and runs on ball bearings; this makes it one of the easiest-running machines on the market.

It is also noiseless on the account of not having any gears to grind.

No trouble, for there is nothing to get out of order; once sold, it stays sold.

We are giving exclusive agency to dealers, one dealer in each town.

THE WHITE DOVE WASHER CO.

Dept. B.

COBOURG - ONTARIO

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Carborundum Co., Niagara Falls, N.Y.

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Northern Electric Co.

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Bells, Electric.
Northern Electric Co.

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Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
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J. E. Beauchamp & Co., Montreal.
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Eley Bros., N. Transcona, Man.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

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McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

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Metal Shingle & Siding Co., Preston, Ont.
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Saskatchewan Glass & Suply Co., Moose Jaw.
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The Adamite Wheel & Mfg. Co., Hamilton.
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Chafing Dishes.
Landers, Frary & Clark, New Britain.

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Acme Steel Goods Co., Chicago.
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The Stanley Works, New Britain, Conn.

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Metal Shingle and Siding Co., Preston.
O-Rib-O Mfg. Co., Winnipeg.
The Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

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Hamilton Cotton Co., Hamilton.
Independent Cordage Co., Toronto.
Consumers Cordage Co., Ltd.
Scythes & Co., Toronto.

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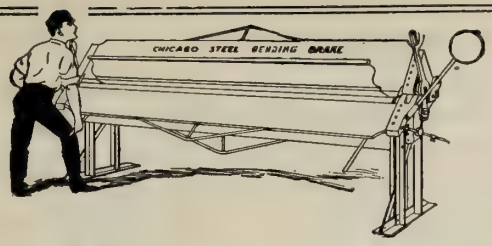
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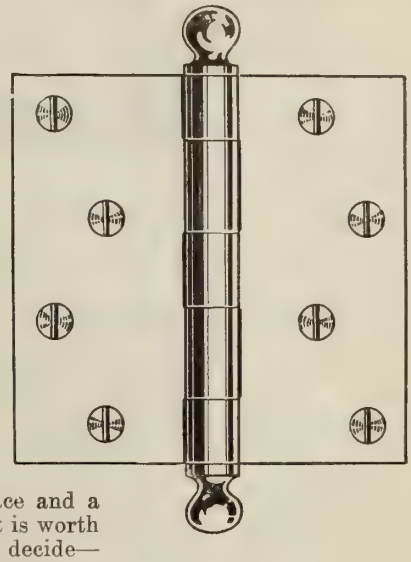
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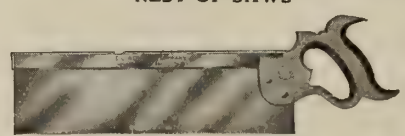
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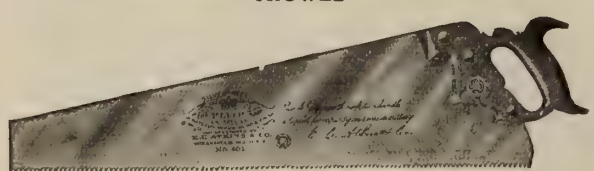
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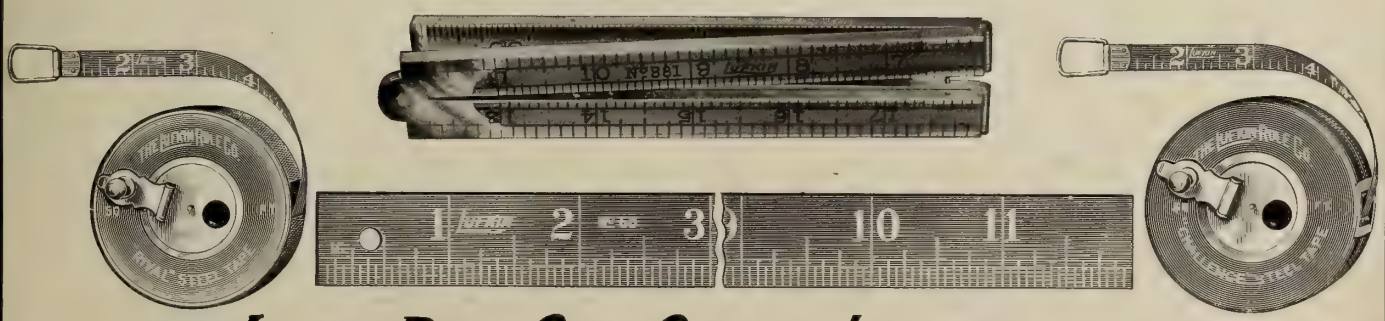
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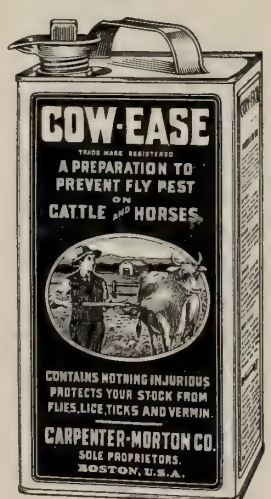


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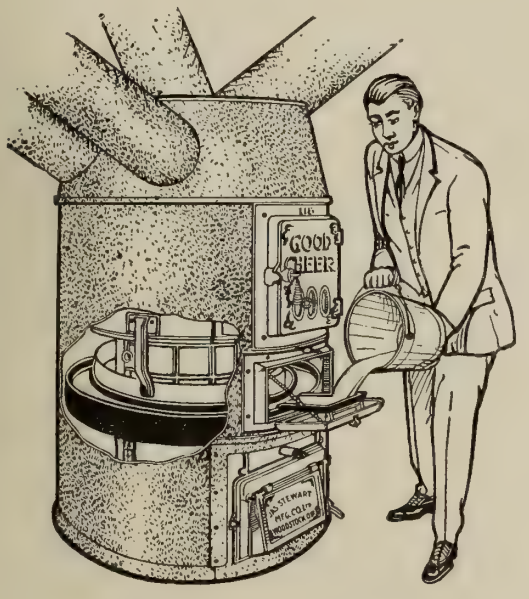
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THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 20

May 16, 1914

"DURING the month of March, just ended, 602 persons in Chicago were killed with pneumonia, a dirty-air disease. This means that there were practically twenty deaths a day from a preventable disease. For the same period there were 338 deaths from tuberculosis, all forms, a little more than half the number of deaths caused by pneumonia. From now on the death rate from pneumonia will drop, reaching its low point during the outdoor months, and beginning to rise again with the coming of cold weather, when people shut themselves in DRY, OVERHEATED CONDITIONS."—From Bulletin Board of Health of City of Chicago.



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Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.



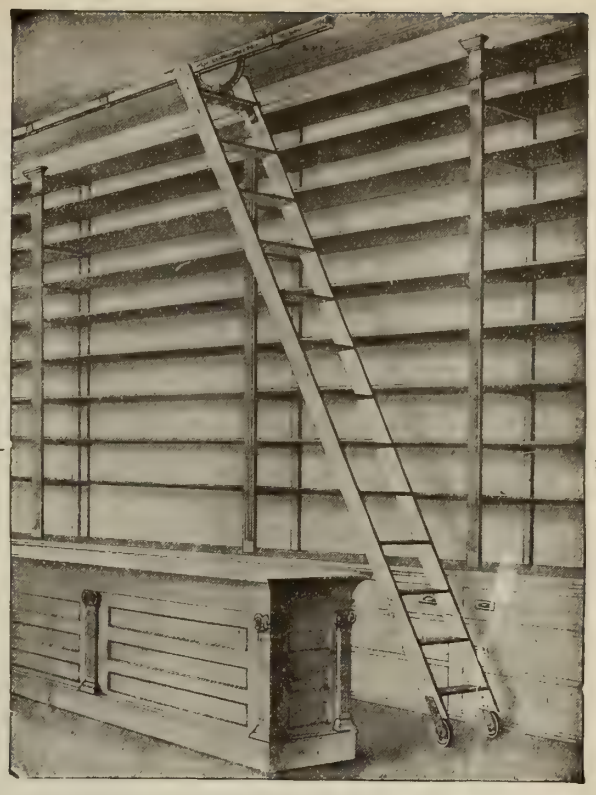
Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.



Good Store Ladders Save Time and Space

Send for Special Ladder Catalogue showing full line of Ceiling and Shelf Ladders to meet all conditions.

Why not canvass your Town on Ladders now?

Richards-Wilcox Canadian Co.Ltd.
London Montreal

The Farmer, the Gardener, and the Householder

They will soon be needing quick, clean-cutting, long-lived, scythe stones. Give them

CARBORUNDUM Niagara Scythe Stones

They hold their shape—give the scythe and grass-hook just the right edge—and they won't glaze.



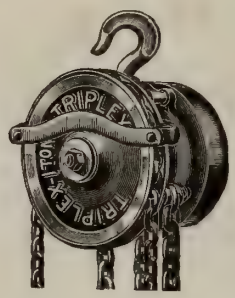
STOCK UP NOW TO MEET THE DEMAND

Made in Three Sizes

Put up in attractive display cartons, boxes, and holders

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.



Yale Triplex Blocks

A "Line of Steel from Hook to Hook"

Every load-lifting problem, on the farm, in the factory, machine shop, garage, to lift your gas engine or to lift your motor boat out of the water, is solved with a Yale Triplex Block.

"Safety First" in material and workmanship justifies the Yale Triplex Block, and is behind your sales to your customers.



Fairbanks Valves

"Disc Renewed in one minute"

Will remove all valve troubles. They are built of high-grade material, to withstand a great deal more than their rated pressure. The renewable disc feature is unequalled by any valve on the market. The valve stems are packed with Palmetto Twist packing, which will remain soft and perform its function better than any other packing made.

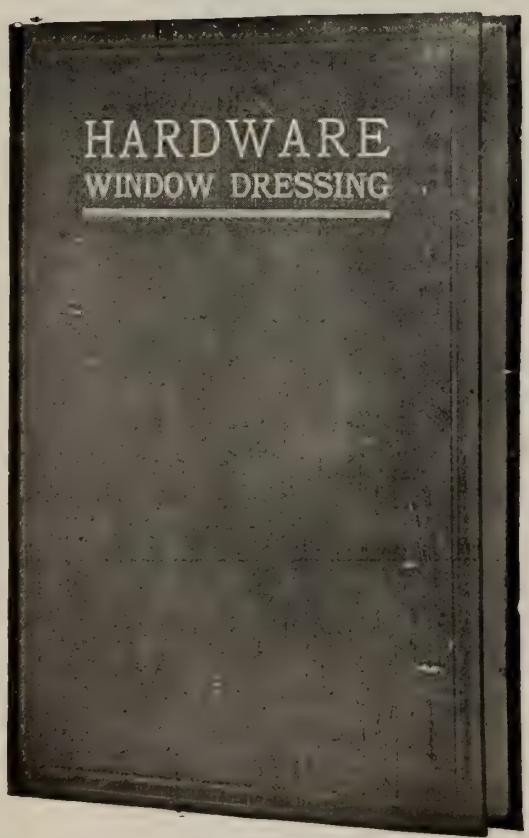
Fairbanks Scales, Small Tools, Automatic Supplies and other mechanical lines are the best the world affords.

The Canadian Fairbanks-Morse Co., Limited

444 St. James Street Montreal

ST. JOHN OTTAWA TORONTO WINNIPEG SASKATOON CALGARY VANCOUVER VICTORIA

Canada's Departmental House for Mechanical Goods



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

THE NAME DISSTON

On Saws, Files, Levels or Other Tools

IS A CASH ASSET

TO

Hardware Merchants

It's an assurance that High Merchandise Standards are maintained in the store.

The Dealer who fails to take advantage of this **DISSTON** reputation, lets a trade-winning, money-making opportunity slip by.



WE ARE
Headquarters
for
Disston Goods
WRITE US FOR PRICES

Disston Files

ARE MADE

of the Highest Grade Crucible Steel, Thoroughly Hardened and Carefully Milled,

AND ARE USED

to Sharpen every Disston Saw made and for every purpose to which a File is put in an Extensiv Manufacturing Plant, turning out the enormous quantities of goods made

by Henry Disston & Sons

Put Disston Saws, Files and Tools in your Windows and Show Cases—Profit by their Reputation and Good Name.

It's the Modern Method—It's Good Business

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

The Steel Company of Canada, Limited

HAMILTON, ONT.

"TIGER" BRAND WHITE LEAD

THE LEAD WITH THE SPREAD

A chemically pure White Lead, ground in Refined Linseed Oil.



Packed in
12½, 25, 50 and
100-lb. Irons.
500-lb. Hardwood Kegs.

TIRE BOLTS

Fluted and Plain



We have a good stock of all standard sizes from which we can make quick shipments.



Wire, Wire Nails, Wrought Pipe, Black and Galvanized, Staples, Spikes, Iron and Steel Bars, Bright Wire Goods, Putty, Horse Shoes and Horse-Shoe Nails, Lead Pipe, Wood and Machine Screws, Rivets and Burrs, Tacks, Invincible Fencing, Pole Line Hardware, Corrugated Fasteners.

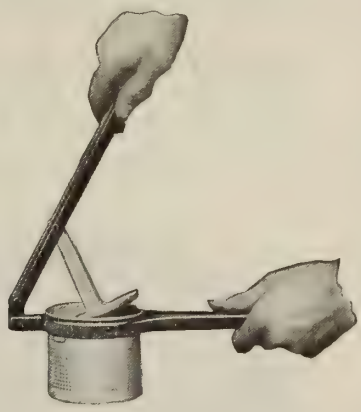


Sales Offices

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

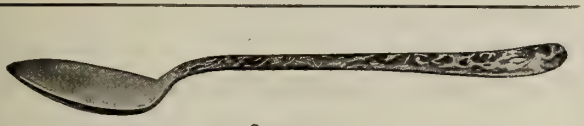

Lipped Preserving Kettles


Imperial Measures


Fruit Presses


Fruit Jar Fillers


Funnels


Spoons

SMP
"QUALITY"


Skimmers

During FRUIT SEASON
THESE GOODS SELL ON SIGHT
BUT—
YOU MUST HAVE THEM, You Know,
TO SELL THEM

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

SUPPORT HOME INDUSTRIES

THE CANADA METAL CO., LIMITED, MANUFACTURE IN CANADA



Our **BABBITT** Sales for **1913** Have Beaten All Records

Year by year they increase by Leaps and Bounds.

The Reason:

What we make we guarantee.
Nothing is done by guesswork.

Mixtures and Physical Tests are controlled through our chemical and testing laboratories. All Babbitt Metals are tested with a friction testing machine.

This strict attention to details enables us to supply all requirements.

Ask for our booklet "Shakespeare and Babbitt Metals." Mailed free.

The Canada Metal Company, Limited

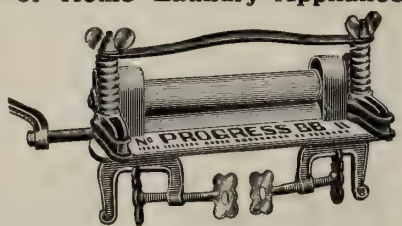
HEAD OFFICE AND FACTORY **TORONTO** BRANCH FACTORIES **Winnipeg, Montreal**

Hand or Power Washing Machines and Clothes Wringers

We manufacture this One line only. We make them Right and They made us.
The Largest Makers of Home Laundry Appliances in the British Empire.



New Idea.



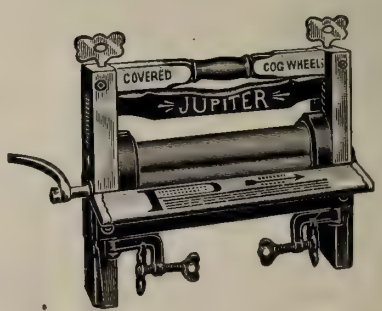
Progress.



Ideal



Warwick.



Jupiter.

Sold Everywhere

A Single Machine or a Carload available for immediate shipment.

Cummer-Dowswell Limited, Hamilton, Ont.

The Brand That Was Best In 1840, Is The Best Brand To-day



This enthusiastic statement from the elderly hardware merchant aroused the customer's interest.

"Have the DISSTON works been in business all those years?" he questioned.

"Yes," returned the hardware merchant. "They started with the manufacture of saws in 1840. Advertising was not thought of in those days, and their business grew simply because of the exceptional merit of the goods they made. Just look at this saw. You would know it was a good tool—even without the DISSTON Brand upon it, for there is something about the appearance of a good tool that carries to the eye a conviction of its efficiency."

"But, you said the price was a little higher," interrupted the customer.

"Yes, a DISSTON saw, tool, or file, may be slightly higher in price than others, but you get the difference in quality, finish, and the greatest ease in doing your work which is afforded by a **good** tool. Now, look at those other DISSTON tools," went on the hardware merchant, directing the customer's attention to the plumb and level, bevel, trowels, and other DISSTON tools which lay on the counter. "DISSTON makes a large variety of tools, in addition to saws, and every one partakes of the same high quality, and upholds the unequalled reputation that they have established for their saws. As a matter of fact, almost every known trade uses one or more DISSTON tools, and I venture to say, in the light of my experience, that more DISSTON tools have been used in the construction of buildings in this, and foreign countries, than any other single brand."

"Well," said the customer, "I think I will equip my new tool chest entirely with

DISSTON Brand Goods



Do you talk to your customers like this, Mr. Dealer? You will find it the easiest way to do business. Also remind your customers of the various tools they need by using our set of five hangers, each showing a different tool. Here is one of them. All are brilliantly colored.

HENRY DISSTON & SONS, Inc.

Established 1840
Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, U. S. A.

LARGEST WORKS OF THE KIND IN THE WORLD

Reg. U.S. Pat. Off.

50 Acres 58 Buildings 3600 Employees

The GREAT-WEST TROLLEY HANGER

For—
Warehouse, Factory and Barn Doors.



Massive, Strong

Scientific, Noiseless

Lateral and Vertical adjustments.

Hardened Roller Bearings.

Easy to put up.

The Great-West is the strongest hanger of any.

Apron—6" long, 4" wide, $\frac{3}{16}$" thick.

Adjustments $1\frac{3}{4}$" to $2\frac{3}{4}$".

Packed 1 pair in a box complete.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

Makers of the RELIABLE Crescent Brand Butts and Hinges

Mr. Agent

Spring Building Operations Are Commencing

Get real busy canvassing your section for prospects for

Safe Lock Shingles and Acorn Quality Corrugated Iron

Remember, you are not only making money on the sale you make now, but you are enlisting an enthusiast for your line; a man who will buy from you again and again; a man who will recommend your goods to his neighbors. We give you the best; we deliver promptly; we treat you and your customers right.

Get out and get the business. Go after it NOW. We will help you in every way.



Your customers will be satisfied customers, and it means Profits for you.

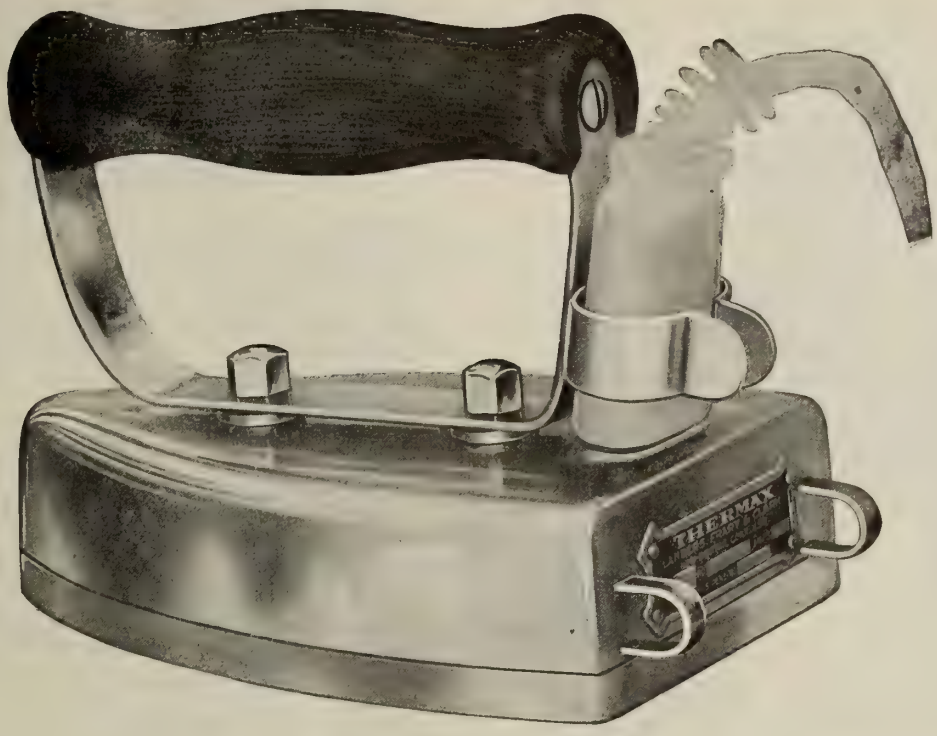
WE PAY A BIG COMMISSION TO ALL OUR AGENTS. WRITE US NOW FOR FULL PARTICULARS

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG SASKATOON CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY COMPANY, Limited
TORONTO and WINNIPEG



The Electric Sad-Iron for $3.00 that is going to Create a Sensation in this Summer's Electric Iron Business

The Right Iron at the Right Price
Fully Equipped.

Tip-Up Stand *Arc-Proof Plug* *Five-Year Guarantee*

Has the famous "UNIVERSAL" Heating Unit.

Nickel-Plated Hood *Steel-Blue Finished Base* *Rust-Proof*

In presenting the "Thermax" Iron (illustrated above) it is our purpose to give the dealer a long-felt want—a high-class iron that can be sold at a price that permits its universal distribution. There have been cheap irons and good high-priced irons, the best being the UNIVERSAL—the Iron De Luxe—but never an Electric Iron of **this** quality, at **this** price. Our dealers' helps assist your sales.

This Season's Real Opportunity---Grasp It Now.

FROM YOUR JOBBERS OR WRITE DIRECT TO

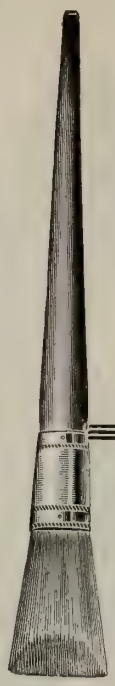
LANDERS, FRARY & CLARK
New Britain, Conn., U.S.A.



The Returns

M & S 1852

that you'll get from selling



Meakins' Paint and Varnish BRUSHES

will prove most desirable

The service-giving qualities please the most particular of painters, and the result is that they come often, and recommend you to their friends as a seller of good brushes, and they come too.

Drop a card for particulars—you'll be amply repaid.

— — —

Meakins & Son, Ltd.

Hamilton, Ont.

Warehouses: WINNIPEG, LONDON, TORONTO MONTREAL.

NICHOLSON MADE FILES

You're Known By The Goods You Sell

Sell a man a file that fails to give good service — and you're digging a pit for yourself.

When you give your trade **NICHOLSON-MADE-FILES**—you give them files that you know are absolutely right. You know that each file has been inspected eight times—between every important operation. You know the finished file has been tested on tougher steel than it will ever be used on in actual service. So that when you sell a **NICHOLSON - MADE - FILE,** you're certain it's going to give the utmost of satisfactory service.

No "come-backs" to fight — no excuses to make. Nothing to do but "sell more files"—and take your liberal margin per sale.

NICHOLSON-MADE-FILES

Brands:

Kearney & Foot
Great Western
American
Arcade
Globe

At Your Jobber

NICHOLSON FILE COMPANY

PORT HOPE, ONT.

"File Filosophy"—A 50 years' education on files in an hour—sent FREE on request.

The WESTERN Tool Grinder

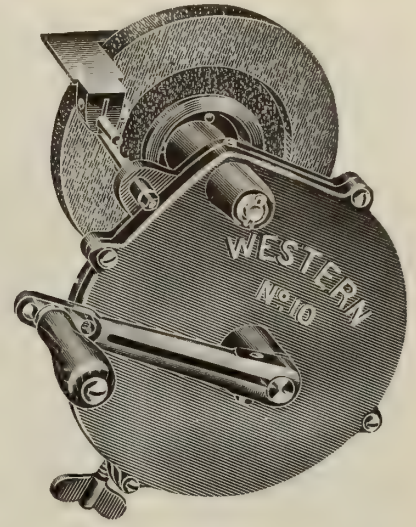
Noiseless, Dirtless, Chainless, and Easy Running

Every part of the machine is made of the finest iron and is very easy to handle.

It has cut gears encased and a corundum grinder.

Its all-round high quality assures a prolonged good service.

Packed one in a box and only weighs 20 lbs.

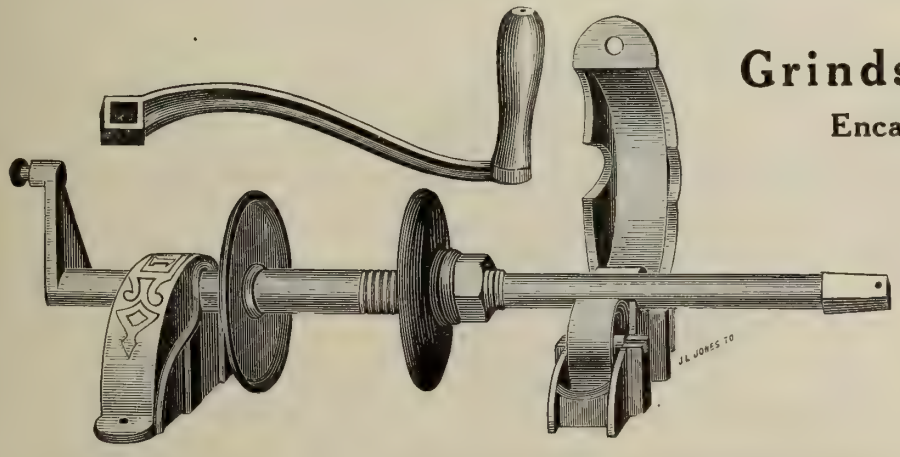


1 Iron Stand
1 Men's Last, 10 inch
1 Women's Last, 8 inch
1 Boys' Last, 6 inch
1 Child's Last, 5¼ inch
1 Shoe Hammer
1 Shoe Knife
1 Pegging Awl Handle
1 Stabbing Awl Handle
1 Sewing Awl Handle
1 Sewing Awl
1 Bent Awl
1 Stabbing Awl
1 Bottle Leather Cement
1 Bottle Rubber Cement
1 Bottle Soldering Liquid
1 Bunch Bristles



1 Package 4-8 Nails
1 Package 6-8 Nails
1 Package 5-8 Shoe Nails
1 Box Slotted Rivets
1 Ball Shoe Wax
1 Vise
1 Ball Shoe Thread
1 Soldering Iron
1 Bar of Solder
1 Box of Resin
3 Pairs Heel Plates
1 Hollow Punch
1 Box of Soft Rivets for repairing Tin and Graniteware
6 Harness Needles
1 Piece of Tin
1 Card Directions for Half Soling and Soldering

There's good profit in this Combination Outfit



Grindstone Fixtures

Encased Copper Bearings

Japanned

Taylor-Forbes Co.

Limited

Head Office and Works:
GUELPH, ONTARIO

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency, - - - London, Eng.
H. G. Rogers, - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.



Eureka

A LIGHT, POWERFUL ELECTRIC

Vacuum Cleaner

1914 Model

This complete cleaner is something that many of your customers will buy upon demonstration. The Eureka is light and easily operated, it has tools for cleaning everything in a house and the cost is very reasonable. The motor is made specially for the purpose in our own factory and will last a lifetime. The Eureka is a high-grade machine, absolutely guaranteed. If you do not know the Eureka, send for circular and dealers' proposition.

We also make a Combination Hand Power Carpet Sweeper Type.

ONWARD MFG. CO.

Berlin, Ont.

Jackson's Real English Camphorated Wax Polish

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS—and all kinds of LEATHER it gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double-Lidded, Air-tight Tins.

5 SIZES.

Decorated enamel finish, Yellow, Blue and Black.



NO PAPER LABELS USED.

NO SOILED LABELS.

Will keep fresh and good for any length of time.

MANUFACTURED BY

T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E.

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, etc. ESTABLISHED 1852.

Messrs. B. R. HARRISON & CO., 505 Welton Building, VANCOUVER; Messrs. HARRISON, WHITE & BARKER, 439 Lougheed Building, CALGARY; W. B. BATE & CO., 172 King St. West, TORONTO, will furnish PRICE LISTS, SAMPLES, etc., or direct correspondence to JACKSON & SONS' WORKS will receive prompt attention.

HOWLAND'S SAMSON QUALITY
H.S. HOWLAND SONS & CO. LIMITED TORONTO

SAMSON

Farm Tools



Made of the very highest quality and finish throughout. The shape and bend of both head and handle are the result of careful study and long experience with actual requirements.

Ab-so-lute-ly Guaranteed

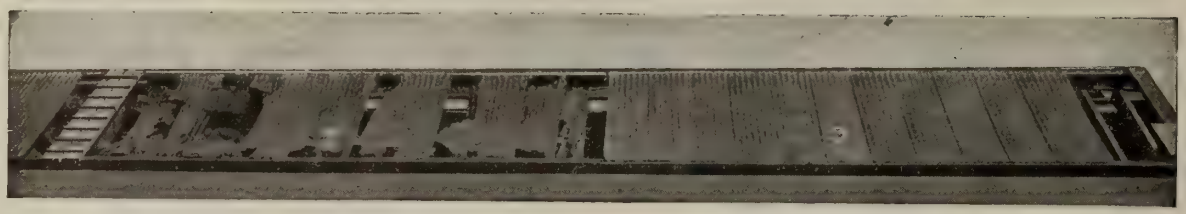
H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

A STRIKING ILLUSTRATION



Steel without Copper (black—uncoated) Same Steel with Copper (black—uncoated)

Of the Durability of

Keystone Copper Bearing Steel Sheets

These illustrations show the actual results of exposure to the weather.
Keystone Quality furnished either in Black or Galvanized Sheets.

Send for booklet giving other photographic illustrations and details of tests. You will find it very interesting.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. **Branch Offices, WINNIPEG AND VANCOUVER**

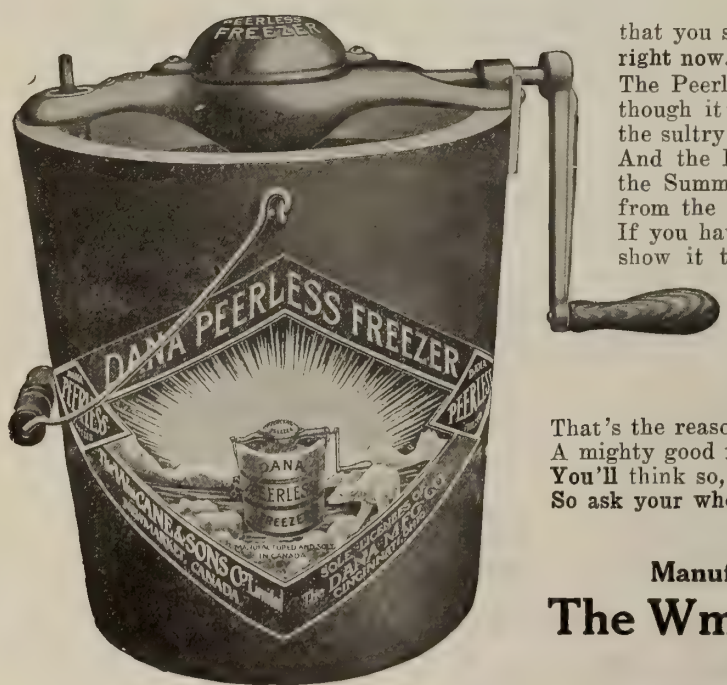
SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

Let us tell you the reason,



that you should stock up with the Dana Peerless Freezer, **right now.**

The Peerless makes its greatest appeal in Summer. Although it's in demand all the year round—naturally, in the sultry months, the demand is greatest.

And the Peerless appeals irresistibly to those people — the Summer campers, the commuters who go to live, far from the stores, where good ice-cream is procurable.

If you have it in stock, good and early, you'll be able to show it to them before they go,—you'll have time to demonstrate it—to point out the tall, slender can—to show them how the dasher removes the cream from the sides as fast as it becomes solid. You will be able to let them crank it themselves, to let them discover that it is as easy to grind as a watch is to wind.

That's the reason you should stock the Dana Peerless **now.**

A mighty good reason, isn't it?

You'll think so, when we tell you about the profits.

So ask your wholesale hardware supply house about them now.

Manufactured and Sold in Canada by

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

SOLE LICENSEES OF DANA MFG. CO., CINCINNATI

The ADMIRAL Furnace

keeps customers satisfied

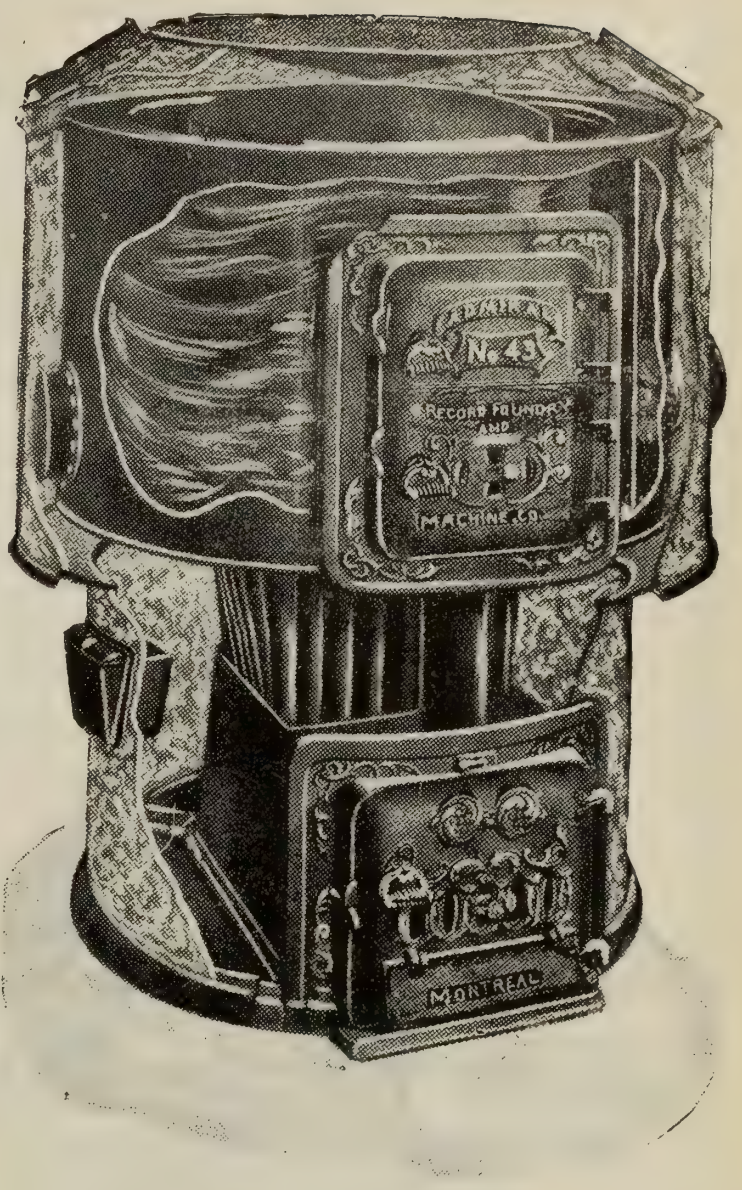
It pleases them because it is strong and durable, and because it gives quick, efficient heat with minimum consumption of fuel.

It has large steel gas-tight radiator, large double-feed doors, especially adapted for wood, and smoke pipe opening above the feed-door which prevents the smoke coming out of the door when feeding coal. Large combustion chamber with flues 4x24 inches do not clog up with soot.

The Admiral Furnace is guaranteed to give highly satisfactory service—and it pays a good profit.

We'll take pleasure in sending you full information. **Why not write now?**

Burns Hard or Soft Coal or Wood







Note Novel Construction of Fire Pot

The scientific construction of this Fire Pot is such that every separate RIB or SECTION forms a BRACE for the other, making it absolutely impossible for any two sections or ribs to WARP OR CRACK at the same place. The corners of the pot being perpendicular permit rapid clearance of ashes, thus giving quick radiation of heat. The top forms a COMPLETE CIRCLE, while the bottom a PERFECT SQUARE, thus allowing a large amount of grate surface.

Grate Partly Removed from Ash Pit

This is one of the MOST PERFECT FURNACE grates on the market. It is of the triangular operating pattern, each pair of bars being operated independently by the use of a handle applied to the two centre bars.

The Record Foundry & Machine Co.

Foundries at MONCTON, N.B.

SALES AGENCIES AT

Moncton, N.B.; Toronto, Ont.; Montreal, P.Q.; Winnipeg, Man.; Vancouver, B.C.

Why Not Get Some of the "Velvet" Too?

Referring to the very interesting series just concluded in Hardware and Metal—"The Inside History of a Hardware Business"—did you notice that the turning point successward came when the Hardware Man pushed Metal Ceiling and Roofing?

Note his own words:

"There was one reason why this outside business—Metal Ceiling and Roofing—benefited my financial standing to so marked a degree. It required no capital investment. I secured a commission on what business I placed without having to invest a single copper. There was no risk to it whatever. Furthermore, it did not add to my overhead charges. Everything that I made, literally speaking, was 'velvet.'"

If you too are wise you'll write to-day to the largest sheet metal people in the Empire, established 1861, and get profitable details.

THE PEDLAR PEOPLE LIMITED

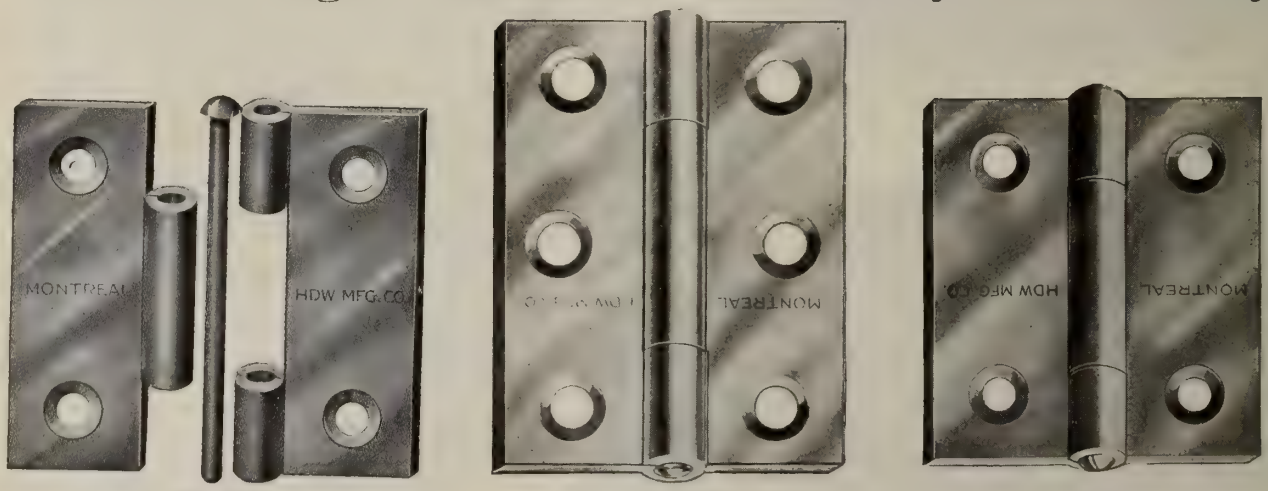
Oshawa **Montreal** **Toronto**
London **Chatham** **Ottawa** **Winnipeg**

Address nearest office.

(49-D)

M. H. Brand—Best on Every Count

Quality of Materials, Workmanship, Finish, Durability.
Prices are Right and Deliveries Always Satisfactory.



No. 840 No. 800 No. 838

WRITE TO-DAY FOR CATALOG

Montreal Hardware Mfg. Co., Limited, Montreal



New Perfection
WICK BLUE FLAME
Oil Cook-stove

We are now advertising New Perfection Oil Cook-stoves in magazines and newspapers throughout Canada. Your customers will want to see them.

New Perfection Stoves are made with 1, 2, 3 and 4 burners. Every stove sold has the unqualified guarantee of The Imperial Oil Company.

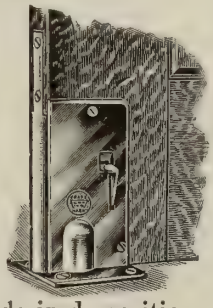
The Imperial Oil Co., Limited

Toronto, Montreal, Winnipeg, Vancouver, Ottawa, Quebec, Calgary, Edmonton, Halifax, St. John, Regina, Saskatoon.

CHICAGO SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO **NEW YORK**

Fern Pots and Jardinieres

Strictly Up-to-date in Design, Finish and Construction

Put these lines in stock now and you will effect a quick turnover and procure a very good profit.



Brushed Brass or Rich Gilt.

AM 5503 without handle Opening and height 10 inches
AM 5504 without handle Opening and height 8 inches
AM 5505 without handle Opening and height 7 inches



AM 5528. Brushed Brass or Rich Gilt. Opening 6 inches. Iron Lining.

Our line of manufactures consist of **Fern Pots, Jardinieres, Kettles, Fire Sets, Cuspidors, Umbrella Stands, Candlesticks, Trays, Soap Dishes, Smoking Sets, Hotel Supplies, Stair Plates, Compression Taps, Copper Measures, Lighting Fixtures, Bathroom Fixtures, Crumb Sets, Mantel Sets and Coal Hods.**

Our catalog will give you a comprehensive idea of the splendour of our goods. Don't fail to write for it—**better do it now.**

Chadwick Brass Co., Limited
Hamilton, Canada

Get that Builder!

The man who's putting up a building close to your store will most likely buy the hardware that he needs for the job from you.

But hardware isn't the only thing he uses, and that you can supply him with.

If you become our dealer, you will be in a position to get his orders for

Rogers' Portland Cement

and that means you will be in a position to make a big profit out of 20th century building methods,—out of the material that is revolutionizing building-construction to-day.

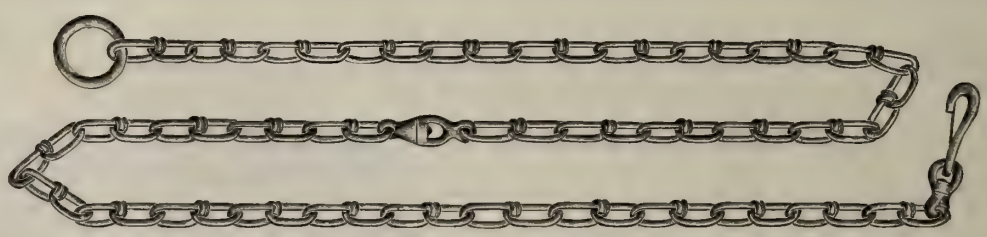
And the fact that it is **Rogers'** brand you handle, will make it all the easier for you; because Rogers' Cement meets the approval of engineers and architects, everywhere—because **Rogers' Cement is standard.**

So don't delay any longer; get in touch with us and be in a position to,—

Get that builder—to-day.

ALFRED ROGERS Limited, 28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG, MAN.



TIE-OUT OR TETHERING CHAINS

Lightest, Strongest and Best Chains on the Market.

Halter, Dog, Cattle, and Trace Chains.

Manufactured by

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. **MONTREAL, QUE.**

This Micrometer Sold Itself
—and then saved more than its cost

While taking some photographs for advertising purposes in a large machine shop recently the Starrett advertising man saw a machinist using several ordinary Starrett micrometers on a turning job. The piece had five different diameters and there were to be 5,000 pieces like it.

The advertising man called the foreman's attention to the fact that a

Starrett
Quick-Acting Micrometer

would do the measuring in less time than was taken with several micrometers of the usual kind. He explained that pressure on the plunger in the end of the thimble permitted the spindle to slide to its adjustment. After listening to the description of the Starrett, the foreman sent out to a nearby hardware store and bought the micrometer, paying $10.00 for it (No. 204 in Starrett catalog.) A few days later the foreman said that about three seconds were saved on each measurement of the five diameters, and readings were taken twice on each piece. As there were 5,000 pieces this meant a total saving of more than forty hours. The micrometer is still in service—having more than paid for itself with a large balance to its credit. We will give you the names of the shop and foreman if you want them.



You can sell this tool too, if you will just look into it and talk it up. Send for our big, new, free catalog No. 20 M.A. describing the full line of Starrett Tools and hack saws.

42 - 286

The L·S·Starrett Co·· Athol · Mass·
World's Greatest Toolmakers

"TRIMO" CHAIN WRENCH

The Strongest of the STRONG

Lightest in Weight
Strongest in Action

Gold Medal
St. Louis, 1904



WITH FLAT-LINK OR CABLE CHAIN

Look at the Reasons Why

Chain pocket in the HANDLE—that saves the jaws.
NO drawing stress upon JAWS—hence increased strength.
Made either flat link, or cable—chains all tested thoroughly.
Handles and jaws, drop forged from best steel—interchangeable in all parts.
WE stand back of the tool.

Sold by representative dealers everywhere.

Handsome new Catalogue No. 150 mailed free. Let us send you one; it is generously illustrated.

TRIMONT MFG. CO.

Makers of the famous Trimo Tools

55 to 71 Amory Street **Roxbury, Mass., U.S.A.**

"QUICK MEAL" WICK OIL STOVES



WITH GLASS FOUNT

Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

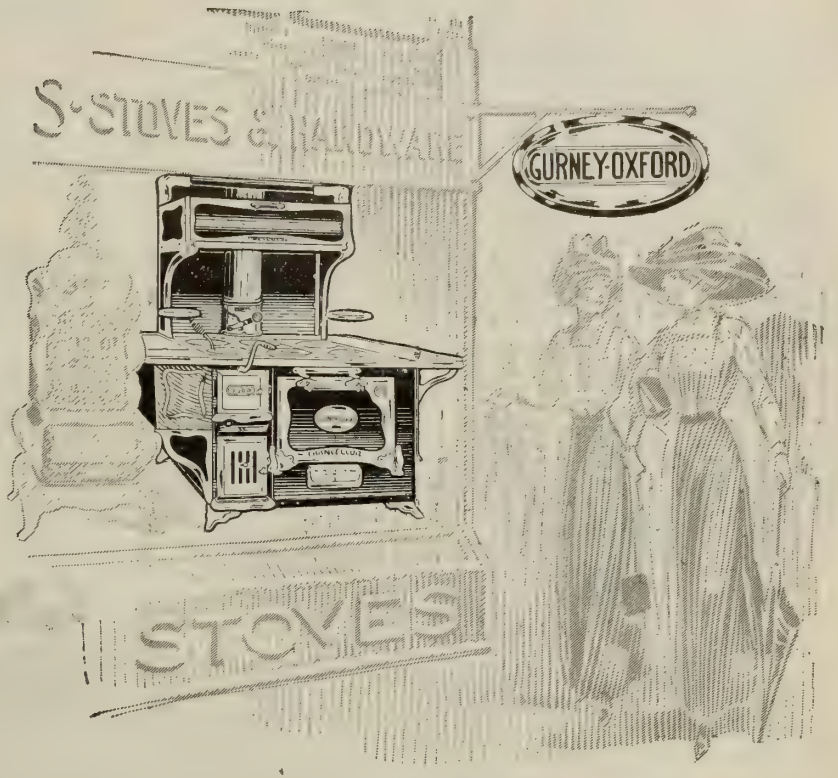
Also, "Quick Meal" Evaporating Gasoline Stoves.

The JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT. - **WINNIPEG, MAN.**

Agents for Canada

"That's A Gurney-Oxford A Splendid Stove"



No woman ever "cuts" the Gurney-Oxford when she sees it in your window.

She knows, by personal experience or hearsay, that it's a stove of exceptional character. That's good advertising. It's good for your business to have one woman say to another as she passes your store window: "That's a Gurney-Oxford—a splendid stove." Seventy odd years of stove-making have taught us a great deal—and the Gurney-Oxford is the result of constantly improving methods and design.

We believe that to-day the Gurney-Oxford is the most economical, efficient and satisfactory stove made.

You—a dealer in stoves—are interested in this because it is the making of a business to sell goods that are in every case satisfactory. And that is why the Gurney-Oxford has been sold for more than seventy years in GREATLY INCREASING NUMBERS.

Established 1843

GURNEY-OXFORD

The Gurney Foundry Co.

Limited

TORONTO - CANADA

GURNEY-OXFORD

YALE



Sell the Yale Screen Door Closer and Capitalize the "Swat the Fly" Campaign

Tell the progressive merchants in your locality, the best way to get rid of the fly is to keep him out of the store and home by equipping all screen doors with a Yale Screen Door Closer.

Good straight talk on the prevention of contamination of foodstuffs, fruit and vegetables will produce results throughout the entire summer.

Stock these Screen Door Closers now and write for our new snappy counter card "STOP THE SLAM".

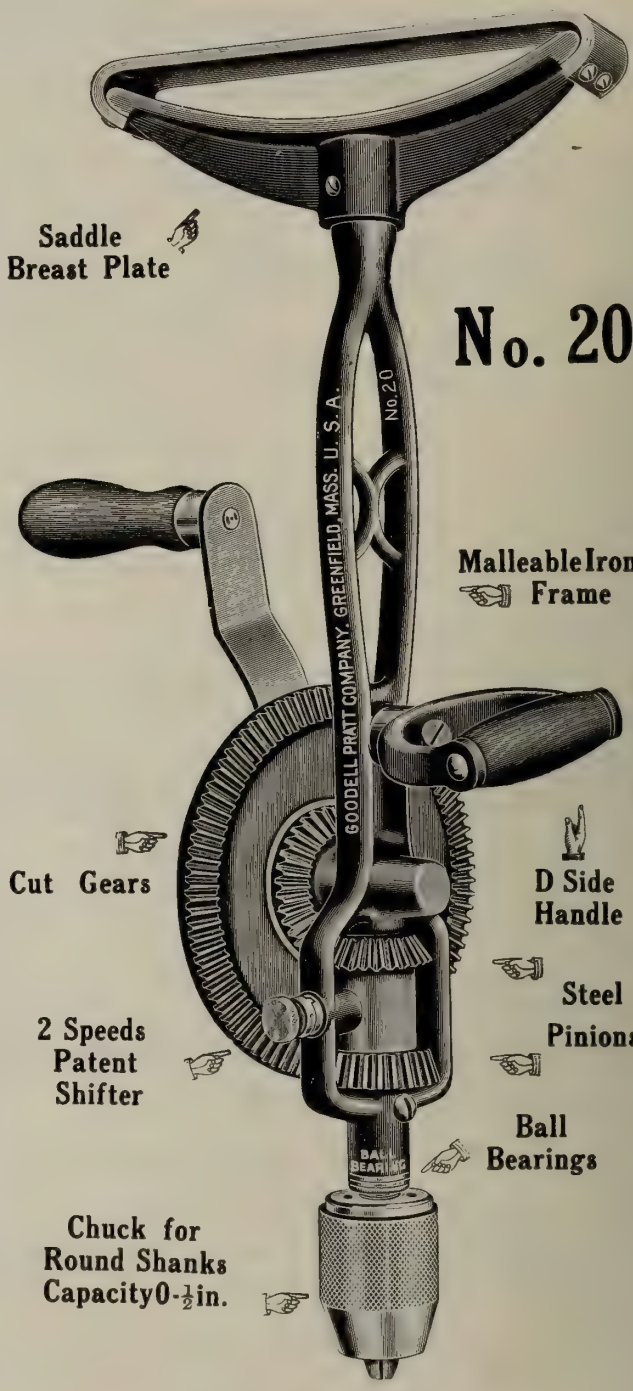
Canadian Yale & Towne Limited

Makers of Yale Padlocks in Canada
Locks, Padlocks, Builders' Hardware and Door Closers

General Offices and Works: ST. CATHARINES, ONT.



Goodell-Pratt's

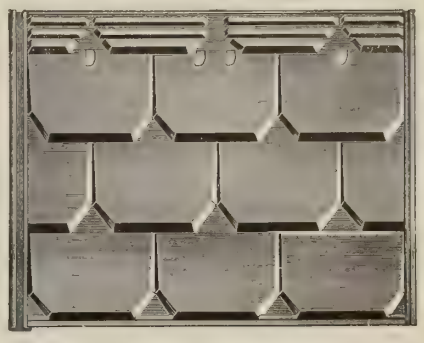


Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

Do you sell Building Materials to Farmers, Storekeepers, Theatre-Owners, Householders?



If so, study what "Metallic" means to the Wide-awake Dealer—

"Eastlake" Steel Shingles — the Standard Roofing, "Metallic" Corrugated Iron for Barn Sides, Ridge Cap, Valleys, Weather Vanes, Eavestrough and Water Piping, "Acheson" Barn-Roof Lights, "Halitus" Ventilators, etc.

CATALOGUES FREE

"Metallic" Materials mean more than one profit to the Dealer who is wise enough to handle them. Apart from the question of money—and there is "money in 'Metallic'"—there is profit in the prestige that goes with the handling of these Standard Materials. Many customers are made for the "Metallic" Dealer by the reputation of the goods alone.

Write to-day and tell us what you are interested in. Send dimensions of any job and we will send you prices.

The METALLIC ROOFING CO. LIMITED

TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.

"Metallic" Brick, Stone and Clapboard Siding, for Houses, Stores, etc. Artistic Store Fronts, "Metallic" Ceilings and Walls for any interiors; Roof Tile, Cornices, Hayes Patent Steel Lathing.

CATALOGUES FREE

Davidson's Family Flour Can



Write for prices

Three Sizes 25, 50 and 100 lbs.

Strong Round Body. Edge of cover sets over the side, making it dust-proof.

Every household needs one.

Can be supplied in Assorted Colors or in the New French Grey baked enamel finish.

The Empire Flour Can
For Kitchenettes

Half Round Front. Flat Back.

Takes up little space. Made to hang on wall or door.

Neatly and beautifully finished in French Grey baked enamel and lettered in gold.

Capacity, 50 lbs. Dimensions, 18 in. high, 15 in. wide.



The Thos. Davidson Mfg. Co., Limited

MONTREAL **TORONTO** **WINNIPEG**

Every Hardware Dealer Should Sell

SOLES

BEARDMORE & CO. TORONTO & MONTREAL

These soles sell at a good profit, working in splendidly with Cobbler's Outfits. Stock them now! Soles will come to your liking and sales will surprise you. Your jobber can supply you, if not, write us direct.

For sale only by

Beardmore & Co.

Toronto Tanners Montreal

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.

Canada Wire & Iron Goods Co.
HAMILTON, Ont.

Prepare for the dry Summer days

When they arrive your customers will be demanding garden utensils, foremost amongst which is

McClary's



Sprinklers

with cleanable zinc roses

This Sprinkler is made in 7 convenient sizes, from 1 to 20 quarts.

The Bottom, Breast and Spout double-seamed to body.

Large dome-shaped breast prevents water from spilling when sprinkler is tipped.

The Rose or Sprinkler screws on to the spout, which prevents it from becoming loose.

Made in japanned, plain tin, and galvanized.

McClary's on goods is a Quality Name.

McClary's

TORONTO, WINNIPEG, EDMONTON, ST. JOHN, VANCOUVER, SASKATOON, MONTREAL, HAMILTON, LONDON, CALGARY.

McClary's Goods Always Recognized As Quality Goods

Since its first activities 65 years ago, our now famous organization has built its reputation on the "Quality" basis. All McClary's goods bear the "Quality" mark, and prominent amongst these is our

SUNSHINE FURNACE



Its big, new feature is the inclusion of that remarkable rust-resisting metal, American Ingot Iron in two vital parts, the Dome and Radiator. This construction gives the "Sunshine" a superior feature of incalculable value to the dealer when talking durability and service.

Then there is the semi-steel indestructible fire-pot in two sections, the latter feature allowing the top half to expand independently of the bottom half and vice versa. This saves danger of cracking, a common experience with one-piece fire-pots.

And there are many other features of first importance. Write for our booklet, "McClary's Way of Heating."

McCLARY'S ON GOODS IS A QUALITY NAME.

MONTREAL TORONTO HAMILTON WINNIPEG EDMONTON
LONDON CALGARY **McClary's** VANCOUVER ST. JOHN, N.B. SASKATOON

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,

North Transcona, Man.

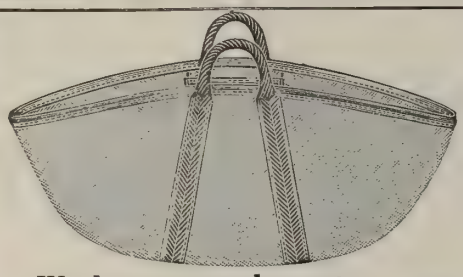
Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.





We have a good assortment of workmen's tool basses. We have them of canvas and faro, lined or unlined, all sizes in stock.

We are especially prepared to handle your paint tools business. We have every kind of putty knife, gilders' knife, palette, chisel, hacking and scrapers, in white, black, rose, stained or ebony handles. 14 new models made in 1913 to meet your special requirements. We are after your business and can deliver promptly.



Robt. Sorby & Sons, Ltd., SHEFFIELD

Geo. H. Saywell Co. Winnipeg and Montreal



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

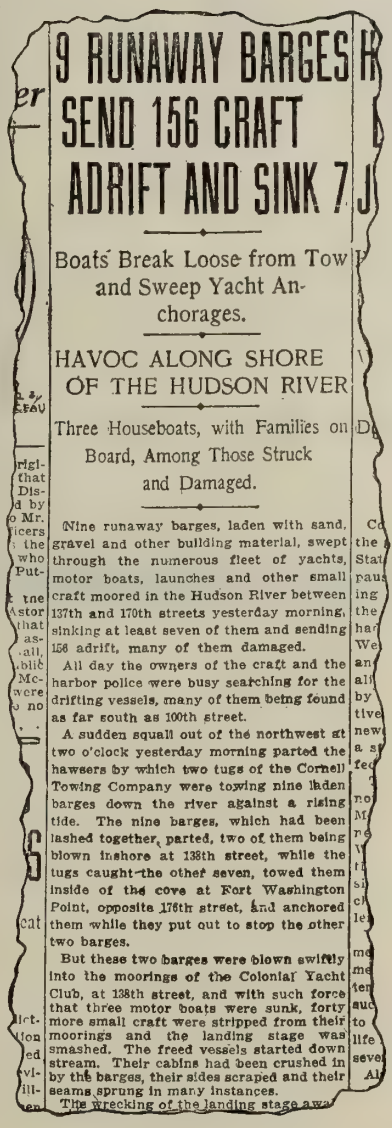
You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver



Recording Gauge. Pressure and Recording Gauges for every use.



Brass and Iron Valves up to 12-in.



Oil and Grease Cups, Oil Pumps and Cans.

IT IS

EASY TO SELL

Well-Known

STEAM SPECIALTIES

That is why the Hardware man finds it so easy to sell the Morrison Line of Steam Specialties and Marine Brass Goods. Lines that are known from coast to coast by the Stationary and Marine Engineers. For over thirty years we have been manufacturing an extensive line of power house accessories and marine brass goods, and everything, from the smallest pet cock up, is given the same painstaking care in manufacture to have the quality of our finished product as high as it is possible to produce.

The J.M.T. Trade-mark (James Morrison Toronto) TRADE MARK J.M.T. REGISTERED **is a Guarantee of QUALITY**

If Steam or Brass Goods Have a Call, You Should Have Our Catalogue.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street W., Toronto, Canada



J.M.T. Check Valves, Swing and Ball Checks



Lubricators and Oiling Devices.

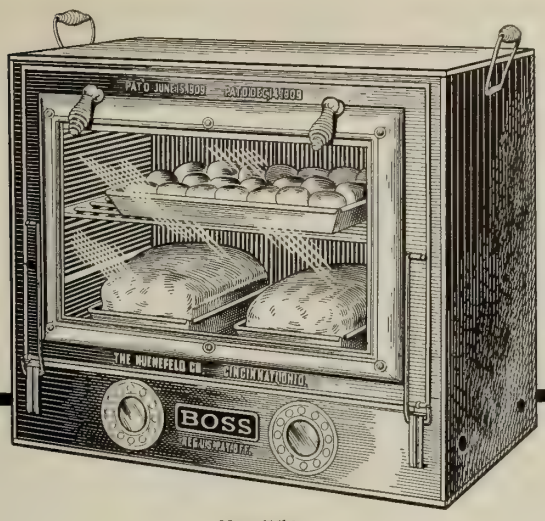


Quick-Opening Valve.

¶ The fact that the successful business man is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good, sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

BOSS OVEN

GLASS DOOR



GUARANTEED

No. 750

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.

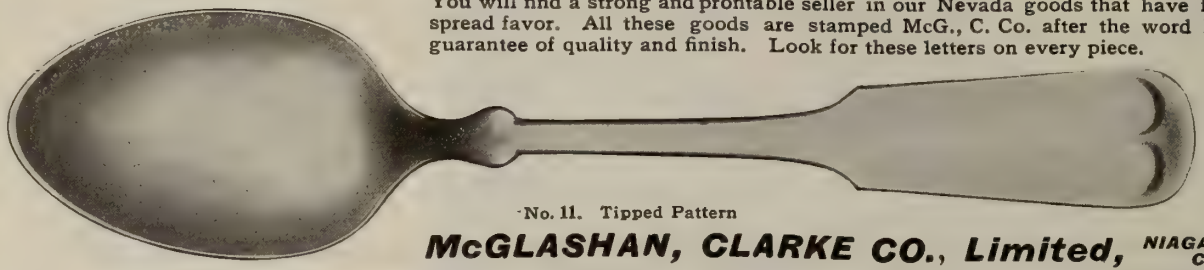


FOUR BURNER LOW WITH GLASS TANK

The HUENEFELD CO., 6000 Valley St., Cincinnati, Ohio

High-Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

You will find a strong and profitable seller in our Nevada goods that have found wide-spread favor. All these goods are stamped McG., C. Co. after the word Nevada, our guarantee of quality and finish. Look for these letters on every piece.



Nevada
McG., C. Co.
Tea Spoon

No. 11. Tipped Pattern

McGLASHAN, CLARKE CO., Limited, NIAGARA FALLS, CANADA

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

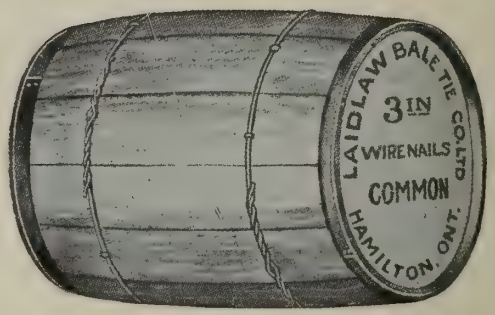
We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.



THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

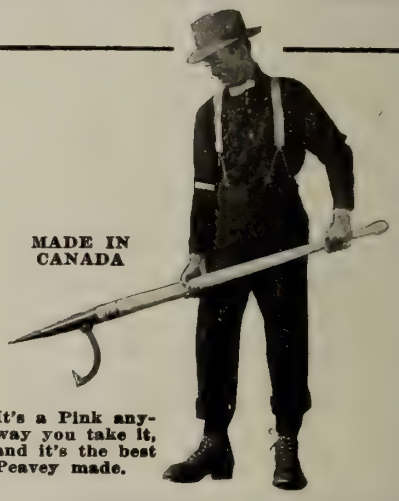
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



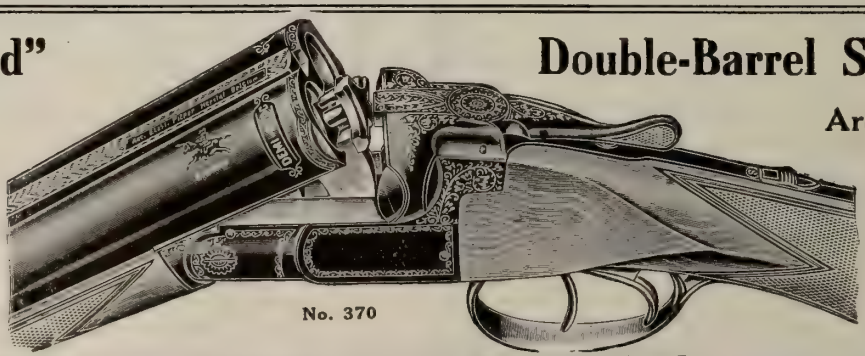
MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

The "Bayard" Double-Barrel Shot Guns

Are the Best Made

Write for Free Descriptive Booklet



No. 370

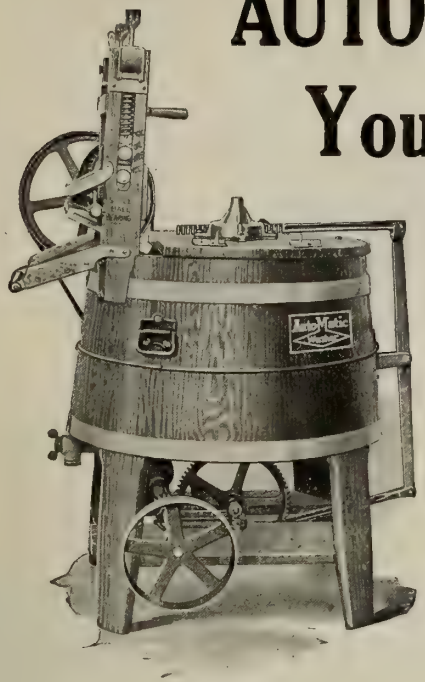
Write for Free Descriptive Booklet

TESTED FOR USE WITH SMOKELESS POWDER.

Highest quality "Bayard" compressed forged steel barrels with solid lumps Demi-Bloc System left choke, spring top rod fore-end, drop-forged action, side clips, patent "Bayard" top bolt, Automatic safety, fine quality half pistol walnut stock, horn heel-plate, spring top rod fore-end grip and fore-end neatly checkered, fine case-hardened and blued mountings, neat engraving, 12 and 16 gauge.

McGILL CUTLERY CO., REG'D. P.O. Box 580 MONTREAL, CANADA

AUTOMATIC POWER WASHER
You Can Buy It In Canada



Automatic Power Washer.
(Also made in Electric type.)

The wise dealer will consider this fact: when he begins to handle Power Washers (and the demand is now compelling all up-to-date dealers to handle them) he should take up a machine that is dependable. One that is so absolutely satisfactory to the people that he will never have to consider making a change.

The AUTOMATIC is Such a Machine

It is made of the finest materials. It is well made. The workmanship is first-class. Nearly all the castings are malleable. Fast-running gears are machine cut. All metal working parts are machined. Babbitted bearing for drive shaft. Bottom outlet, galvanized, with brass faucet. No need to tilt tub to drain it.

The best wringer made in the world. The rolls are special, stamped "power and electric," and are better than the regular five-year quality. The coil compression springs are extra length, giving wide latitude to the rolls. No need to change tension when wringing light or heavy articles. Safety release. All pressure instantly thrown off. Controlled by a mere touch with a convenient lever.

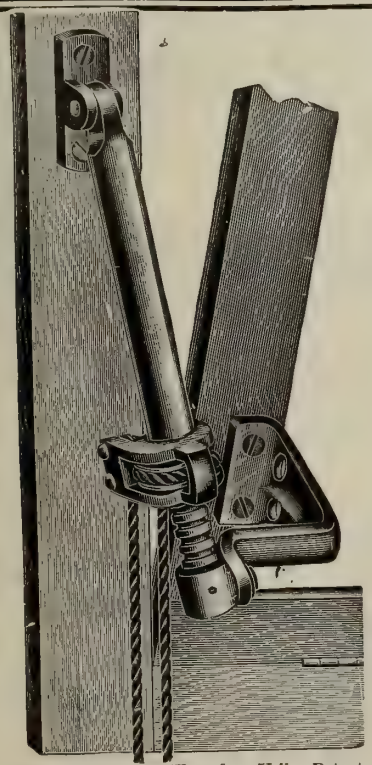
Wash and wring at same time, or do either alone. Add our Universal Rod and operate the churn, grindstone, grain grader, sausage mill, etc., at the same time.

The greatest time and labor-saving machine on the market. Thousands in use, and every one giving satisfaction.

Full particulars in our special washing machine book, 32 pages, known as Bulletin 107. Ask for it. It is free.

Sold by Canadian Jobbers.

Automatic Electric Washer Co., Inc., Newton, Iowa



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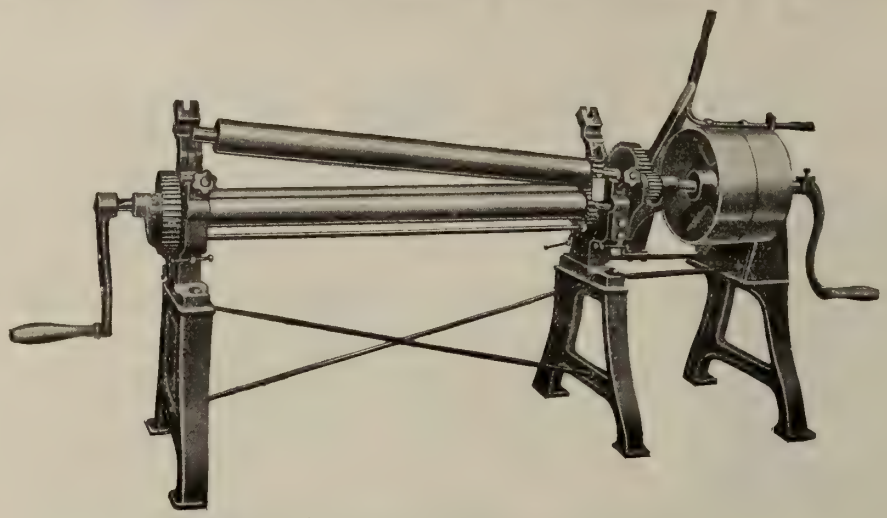
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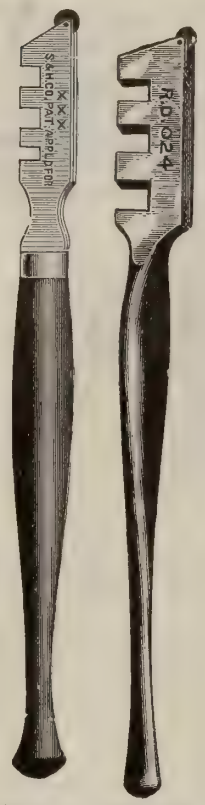
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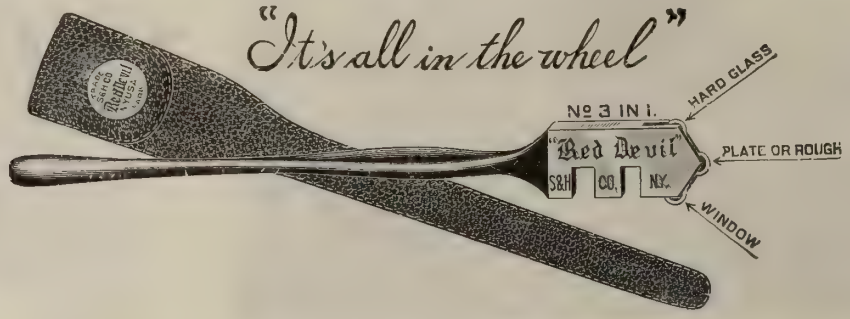
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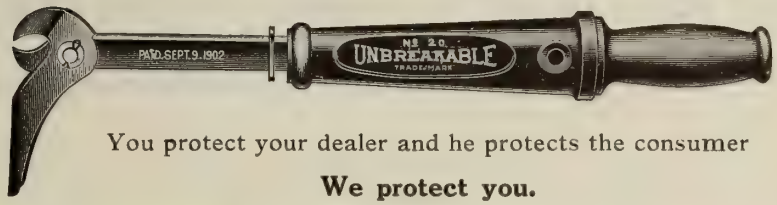
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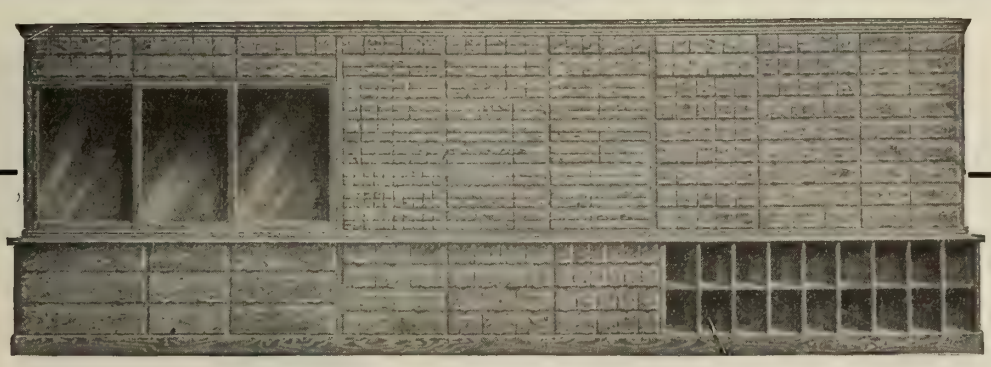
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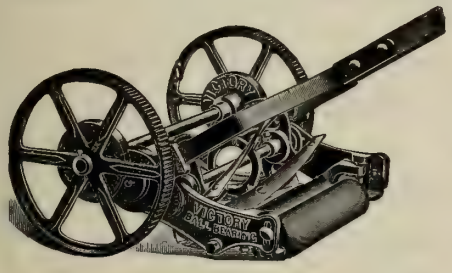
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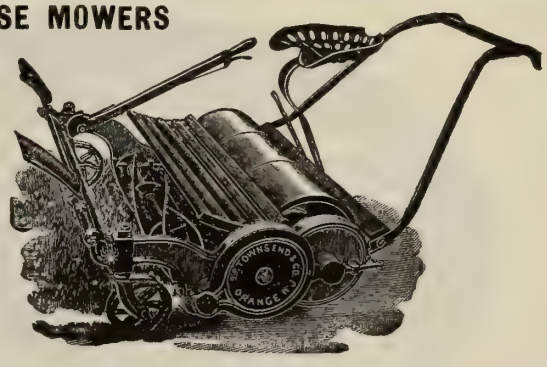


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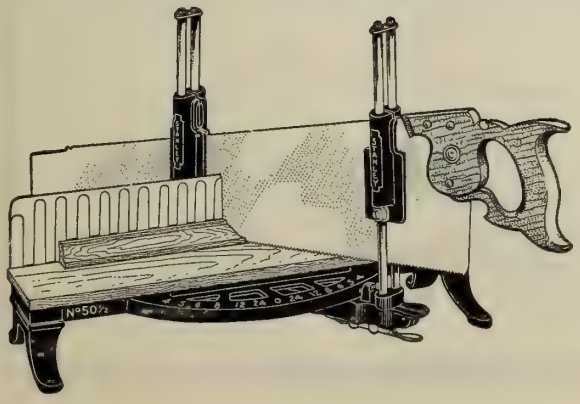
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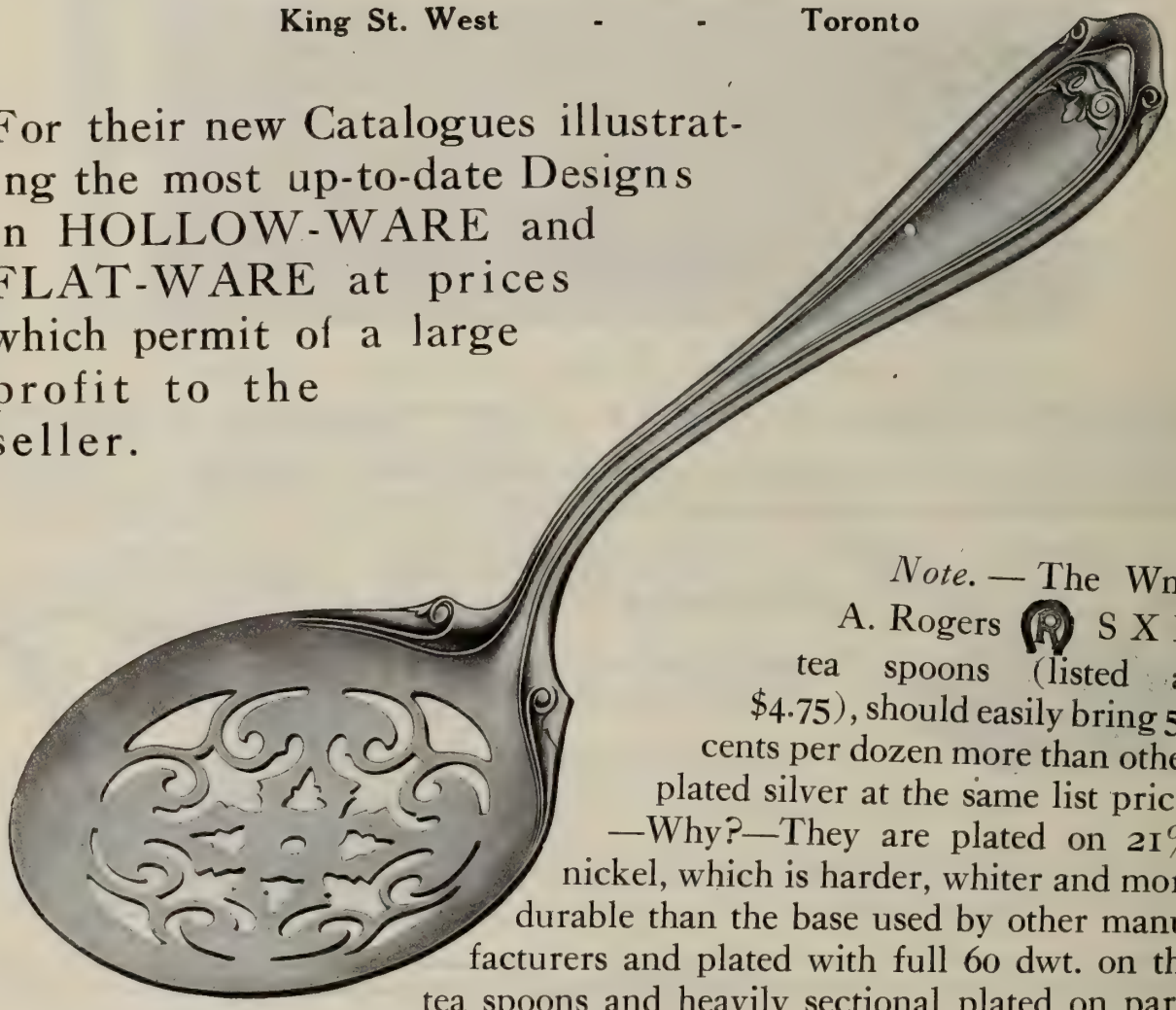
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CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, MAY 16, 1914. No 20

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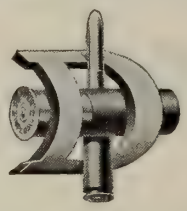
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HARDWARE AND METAL

Vol. XXVI. MAY 16, 1914 No. 20

Many Alberta Dealers at Three Day Conference

One of the Livest Questions Discussed Was That of Wholesalers Selling Direct to the Consumer—Strong Resolution Introduced—Collection of Small Debts Given Much Attention—T. A. Gaetz, Red Deer, the New Head.

Reported by Staff Representative

CALGARY, Alta., May 12.—One of the most remarkable conventions ever held by the Retail Merchants' Association came to a close last week in Calgary. This was the first annual convention of the Alberta Branch, which has been organized much less than a year; but it is big for its age. The convention lasted three days—May 5th, 6th and 7th—and was remarkable for many things. Firstly, the business consisted more of discussion on subjects of interest to the retailer, rather than on the hearing and delivering of lectures. About three dozen resolutions were adopted, and these referred to subjects upon which the members had their own opinions. Often these were at variance, which made the meetings more interesting.

The attendance was good. Members came from every corner of the province. There was no monopolizing the business by the larger places. Those who attended consisted mainly of general merchants, with a good sprinkling of hardwaremen. What grocers there were, were mostly from the larger centres, and they joined hands with the general merchants. The hardwaremen looked after their own business.

Tuesday morning was spent in welcoming the visitors to the city, and in registration. The evening session was presided over by the president of the provincial board of the association, J. F. Glanville, of Calgary.

The session was mainly taken up by the delivery of addresses by Major Duncan Stuart and C. L. Carter, the latter having appeared in last week's issue.

The Small Debt Court.

In the course of his address on "The Small Debt Court, and Its Relation to the Farmer," Major Duncan Stuart stated that the machinery now in existence in Alberta for the collection of small debts was an absolute failure.

He referred to the question of imprisonment for debt, and said that the idea of imprisonment for debt was a thing of the past. He did not think in the first place that a man should be imprisoned for debt, and in the second place he did not think the government could ever enact any such legislation. In the third place, he did not think it would work well if such a law were enacted, be-



View of 8th Avenue, Calgary, Showing Municipal Railway.

cause the feeling of the people was against it. The judges, lawyers and court officials had no heart for that sort of thing. They did not want to see men handcuffed, and taken away to jail. But if a man owed a just debt, there ought to be an efficacious way of getting after the man's earnings.

He had submitted a proposition for the consideration of the government by which after getting judgment, the creditor could call the debtor before the court, and have him examined as to the wages he was earning, or as to any other money that might be owing to him. If the judge was satisfied that the debtor was earning more than sufficient to supply the needs of his family, then it would be in the power of the judge to make an order that would entitle the creditor to serve notice upon the debtor's employer and without going into court again requiring him to deduct from the debtor's wages so many dollars per week as the judge might think right.

As for farmers who contracted debts, he thought that if these debts had been incurred for the supply of the necessaries of life, he was of opinion that these debts should be placed against the homestead, and with a provision that the homestead could not be sold for a number of years in order to meet these debts.

In concluding, Major Stuart stated that, while there was a small debt court, at the present time, he thought a judge should be appointed to deal with small debt cases summarily. (Applause).

A short discussion followed the close of the address, among those taking part being: A. M. Anderson, D. A. Thompson, Coronation; J. G. Robertson, Foremost; and N. A. Gaetz, Red Deer.

WEDNESDAY MORNING SESSION.

When the delegates arrived at Paget Hall on Wednesday morning, they were split up into divisions. There should have been at least five divisions, but eventually they resolved themselves into two, the hardware section and the general stores. The latter included grocers, dry goods merchants, and general merchants. In the body of the hall, the resolution committee had a sitting at which they prepared two score resolutions to be brought before the general committee at the afternoon session.

The hardware delegates met in the basement. The Western representative of this paper interviewed several of the hardwaremen present before the discussion commenced, and learned that there was going to be some hot talk about wholesale firms doing business as retailers, and in other ways catering to the consumer. While the discussion was in progress, the representative walked in to see how things were progressing, and found things pretty lively in the direction above indicated. So pointed was the talk he was asked to leave the room, a promise being given that information would be handed out later as to what had transpired.

The meeting of the general merchants was not so secret, though the criticisms cast at wholesalers were none the less severe. However, there were several other subjects discussed, which readers of this paper will find very interesting.

A. M. Anderson, chairman of this division, spoke on the severe competition felt in the smaller places. This gentleman's observations were of importance because he expressed his opinion freely during the discussion on the subject of running a business on the cash or credit basis. He declared that the former was impossible in this part of the country, and that where a man tried out the cash system, he would eventually revert to the credit system.

Some Candid Criticism.

D. R. McIvor, Cowley, was one of the first to start an attack on the wholesale houses for selling direct to the consumer. He believed that the farmer, after a few years with this organization of theirs, would find out that they could not handle goods on as cheap a basis as through the retailer, and that it would be to their interest to attend to their farms, and have somebody else manage their supply end.

He claimed that whenever retailers brought a charge against wholesalers they were told to the face that the charge did not exist, and all the while the goods were lying at the depot. At this convention, said Mr. McIvor, the general stores especially should take strong action, and bring out some plain statements. If the wholesalers were bound to be retailers, they should let them be retailers, and the retailers should become wholesalers.

A member from Bassano told a story of a wholesaler and a contractor in that town. The latter had been trading with this speaker, but one day a wholesaler came to town, drove out to the place where the work was proceeding, interviewed the cook and the boss and took the business. If he had been dealing with this wholesale house, he would have been protected. His only protection was in an association like this. There were more wholesale travelers going around than the retailer could buy from.

Often, said the speaker, a wholesaler came to town who did little business, whereupon he said, "If I can't do business with the stores, I'll sell to the contractors, the hotels and the restaurants, and at least get my expenses."

Sees Cure in Organization.

G. W. Buck, High River, referred to by the chairman as 'a big merchant in the south,' was the next speaker. If they organized, he said, when a wholesale traveler came to a town and declared his intention of doing business with the hotels, the fact could be made known, and the retailers could cut him off. It would only be necessary to do it for one month to cure the evil.

Referring to his methods of doing business, he said they had been doing a long credit business, and had found that this gave the mail order people a chance to get in. Later they started as near cash as they could get, with nothing over 30 days. They were told they could not do it, but they had succeeded.

Taking up the question of the mail order houses, he pointed out that merchants were leaving room in lots of small towns for these people to come in. The small dealer in the small town could not carry large stocks, and 25 per cent. of what the customer needs he could not keep in stock. The customer must send away for them; he gets the habit, some of the things he gets from the mail order are satisfactory and eventually he sends them all his business. He thought they should all get down to a practical cash basis, keep their stocks up, and watch the little things that the people wanted and were liable to send to the mail order firm for.

No Hold With Cash.

Mr. Anderson, the chairman, said he did not think it was possible to do a cash business in the small towns. He had tried it, and found it hard. On

ELECTION OF OFFICERS.

The election of officers took place on Thursday afternoon, and was private. T. A. Gaetz, general merchant, Red Deer, was elected by acclamation for president; H. N. Stephens, general merchant, Vermilion; first vice, N. B. Good, Lethbridge; second vice, N. I. McDermid, of the McDermid Drug Co., Calgary, treasurer; and J. A. Bucknall, re-elected provincial secretary. There was a ballot between the first and second vice.

TO RED DEER NEXT YEAR

The next convention of the Retail Merchants' Association, Alberta Branch, will be held at Red Deer, Alta., which is the home town of the new president, T. A. Gaetz.



A fine picture of the delegates to the Alberta Convention. The new president, T. A. Gaetz, is the second man from the right in the second row. J. A. Bucknall, the provincial secretary, is fourth from the right in the front row and on his left is W. H. Andrews, the Calgary secretary.

the other hand, it they limited the credit they gave, they got a hold on their customers; if they had a cash system they had no hold on them, and there was a tendency for them to go to the mail order houses.

Notwithstanding all they had said about getting after the farming community for not showing gratitude, all the farmers were not like that. He had satisfaction in looking back on customers who had stood by him. They were liable to touch on the sore spots only. It was abuse of credit and indiscriminate credit that caused the trouble, but if the credit business was done successfully, money could be made at it. Merchants should use more backbone. It was a mistake to lie down to customers. They should keep a stiff upper lip, look the customer straight in the eye, and customers would then have more respect for them than if they were always cringing to them. That was not business at all.

W. A. Fraser, Pincher Creek, did not agree with Mr. Anderson. He had had twelve years in the West, and his experience had been that you could not do a cash and credit business together. They ought to come out and out for one or the other. There was not sufficient difference made between cash and credit systems. If they were going to give credit, they should place a 10 per cent. advance on the price of their goods, and tell the merchant that he would get 10 per cent. off for cash, but if they got a good living by selling for cash, and 50 per cent. profit for credit, it would be better for the interests of the trade.

Mr. Fraser said that he had no more faith in 30 days' credit than in 30 years'. Thirty per cent. of the customers would leave it for fifty days, and some for a year unless some drastic measure were taken. He had been in the general business. Later he cut out the groceries, with $10,000 on his books. Then they did as near a cash business as they could, carrying only $4,000 on their books. But they could not draw the line too fine. He knew plenty of men in the cash business who would not go back to the old system.

Pleased With the Change.

H. J. Montgomery, Wetaskiwin, made one of the most interesting speeches of the morning. He said he cut out the credit system two years ago, after he had been doing 60 per cent. credit and 40 per cent. cash. After their first year of business, they had $10,000 on the books, the next year $15,000, and the next $20,000. Then they decided that if they could not get their money they would not do business at all, and went into the cash trade. It was not the farmers who were getting the credit, but the townspeople, who were living beyond their means. They expected a drop of 30 per cent. in their turnover. The first day was a miserable one, wet, and did not augur well, but that night they had more cash in their till than they had ever had before, and they never would return to the credit system.

During the first few months the amount of business done was not decreased more than five per cent. After that the business depression came which affected all business, upsetting calculations. Other merchants in the town have decided to adopt the cash system after seeing how well it works.

Mr. Montgomery admitted that they gave credit in some form, but never kept any books. If a man dropped into the store and purchased something, saying he would drop in to-morrow and pay for

it, that was permitted, but no account of it was kept. Then again, if when the delivery man arrives at a house to deliver a telephone order he finds the party out, he would bring the goods back because they were not paid for.

Salaries of Clerks.

Mr. Montgomery then opened an interesting subject. He wanted to hear the experience of dealers in the payment of their clerks. Was it advisable to pay a straight salary, or a percentage. He found it hard to get efficient help. One man was loyal, the next was lazy. Only a small percentage took the interest in the business they should. He often thought it would be better instead of paying a straight salary, to offer the clerk a commission on all sales above a certain amount. In his opinion the clerk would then be anxious to sell more goods.

Mr. Anderson, the chairman, while he did not wish to discourage Mr. Montgomery, said he could not help predicting that he would be back at the credit business inside of five years. He had been through the mill so thoroughly, he knew how it worked out. It started with giving a customer a pair of shoes, say, on approval.

Mr. Fraser of Pincher Creek wanted to know whether two years' experience was not sufficient to prove whether a cash system paid or not. It was up to the retailer to rid the farmer of the impression that the merchant was a banker, and to show him that in running a cash business he was working in the farmer's interest; then the biggest difficulty would be overcome.

The discussion reverting to the question of wholesalers doing business with the consumer, the question was raised whether the wholesaler would retaliate on a dealer who gave information against him. Mr. Fraser drew attention to the fact that the dealer was not always loyal to the wholesalers in his own district.

Officers for Sections Elected.

The meeting of the general merchants then came to an end, and Mr. Anderson remarked how helpful this little fellowship talk had been. He only wished they could have one every month. The election of officers for this division then took place. On the motion of Mr. Montgomery, seconded by Mr. McIvor, A. M. Anderson, Bawlf, was chosen president. W. A. Fraser, Pincher Creek, was elected first vice, and E. F. Purcell, Bassano, second vice. F. F. McDonald, Cayley, was elected secretary.

J. F. Glanville, provincial president, being unable to attend, T. A. Gaetz, Red Deer, took the chair at the afternoon session. The business down on the programme was Report of Resolution Committee and discussion and voting on Inter-Provincial resolutions to be submitted to the Dominion Board. There were about thirty resolutions. Some called for discussion; others were dismissed quickly. J. A. Bucknall, Provincial Secretary, was on the platform.

THE COLLECTION OF DEBTS.

In Alberta the question of debt collection is just as live as anywhere else. One of the important resolutions submitted to the convention in this regard was the following:—

"That this Convention take further steps to press our amendments to the Division Court Act, regarding garnishees and simplifying the collection of small debts."

Mr. Bucknall announced that they had met with some success in petitioning the Alberta Government. A letter had been received from the attorney-general stating that the Premier would see that the bill was introduced next session. Mr. Bucknall said it could not be allowed to rest there, but should be given a last kick to drive it home.

Under this law, a merchant can secure a judgment summons and have his debtor put on oath as to his earning capacity, and get an order, the employer being compelled to deduct so much a week from the man's salary.

Mr. Thompson, Coronation, said it would be effective in some cases, but not in the case of the man who is always trying to beat his creditors. He did not believe in imprisonment for debt, but he believed it would be effective. Both the lawyers in his city said they should have the same law as they had in Ontario.

The resolution was then adopted.

Discussions on Resolutions.

Among the many resolutions submitted, the following are of chief interest to the trade in general:—

That it is the opinion of this meeting that no change should be made in the present parcel post system, as recently adopted by the Government, until it has been fully worked out and tested, and that we should insist, as far as possible, that it be self-sustaining.

On motion of Mr. Stevens, Vermilion, and Mr. Jackson, Pincher Creek, the resolution was adopted.

That it be an instruction from this convention that the information be secured from the retail merchants throughout Alberta as to whether they are favorable to have a special tax placed on large mail order catalogue houses, and that the money so secured through taxation would be paid into the various municipalities from which it is taken.

When this resolution was brought forward, the chairman announced that the resolution committee had decided that, as the Provincial Government had no power in the matter, this matter should be referred to the Dominion Board.

A member wanted to know why, if manufacturers were required to pay a licence fee to operate, the mail order people were not compelled to pay too. Mr. Sevens, Vermilion, answering this, said that the province had no control. Eaton's and Simpson's sent their catalogues through the mails, and their goods went by parcel post, so that it was impossible to touch them unless the Dominion Government did something.

Getting After the Pedlar.

That we consider that it would be in the best interests of the retail merchants of this province, who pay municipal taxes and business taxes, as well as maintain other expenses in connection with the retail sale of merchandise, and that a provincial pedlars' licence be charged to all pedlars, and that a portion of said licence be remitted to each municipality, and that any person who is found making false statements or deceiving the public should have his licence canceled, and also that the present pedlars' licence be amended so that manufacturers who peddle shall be included.

This resolution brought forth considerable discussion. Mr. Johnson, who formerly operated a store at Grassy Lake, told of a traveler who went out there last year, claiming to be a wholesaler, and sold goods at cheap rates. The speaker had been commiserating with his victims ever since, as they were stung, the goods sent being seconds. The man was arrested at one place and fined $10, whereas he had done about $10,000 worth of business. J. A. Bucknall suggested the words "and that the penalty be fixed not less than $50 in each case." Mr. Johnson thought that good. He continued, saying that the only way to handle this was through the boards of trade. Mr. Bucknall replied rather heatedly that if the merchants were alive there would be no need for boards of trade. "You can't do it," replied Mr. Johnson, "they're dead."

The resolution was adopted.

MANY ALBERTA DEALERS AT THREE-DAY CONFERENCE.

That it is the opinion of this meeting that the system of charging for freight cartage at both ends is unfair to the retail trade, and that we recommend that this matter be referred to the Dominion Board, and that they be requested to take such steps as will remedy the evil, and that all merchants buy f.o.b. cars where possible.

Mr. Bucknall told the meeting that a deputation from the Calgary Board of Trade had met the committee that morning, and it had been decided eventually to have the Calgary Board of Trade take steps to have the freight charges arranged so as not to be a burden, as it is now.—Adopted.

Another resolution along similar lines was "that this convention take steps to ask the Dominion Railways Board to order the railways to supply freight classification books when asked for."—Carried.

That it is the opinion of this meeting that, in the event of co-operative society legislation being introduced again at Ottawa, that every effort should be made by the Dominion Board, to see that the same is vigorously opposed.—Carried.

That as a great many requests have been made by members of our association, to make provision for an efficient inspection of the proper weight of artices sold over retail counters, that this convention petition the Dominion Government to take such steps to secure the marking of all package goods with the net weight.—Carried.

That it is the opinion of this convention, that a very large sum of money can be saved by our members, if they would write and secure information from the head office before they subscribe to, or connect themselves in any way with any rating or collecting associations or agencies.—Carried.

That it be a recommendation from this convention, that literature be published and circulated among our members, setting forth all the facts and circumstances — from the butchers' and grocers' standpoints — regarding public markets.—Carried.

A Point in Buying Goods.

The following resolution created considerable discussion:—

That in the opinion of the convention the retailer receiving credit notes on goods not ordered or returned as unsatisfactory, should have some remedy.

A member told how travelers called on him offering goods, which were ordered and signed for, but which arrived different to those ordered. They had no way of showing that they were not what they ordered.

J. Miller, Stoney Plain, said his buyer took a copy of everything he bought, checked the invoices, and if the goods were not those ordered the manufacturer was always willing to take them back.

The member who made the complaint then came down to tacks and stated that the goods ordered were 50 raincoats, 50 inches long. These came in too short, and were lying at the depot. The general opinion was that it was up to him to show the court that they were not as ordered.

The Chairman: "A good manufacturer to keep away from."

Mr. Stevens, Vermilion: "The executive have a hard nut to crack in that. Mr. Miller suggested something that I recently adopted. I took it up with my buyers some time ago, and got them when buying to get a description of the goods if the firm was not well known."

It was decided not to introduce this resolution, the committee thinking it a difficult subject to handle.

That whereas a very much larger sum of money is invested in retail distribution, than is invested in any other manner in the Province of Alberta, that we urge upon the Alberta Government the necessity of appointing a minister of inland trade, so that our retail interests can be cared for. It was decided to lay this resolution on the table.

That we commend the action of the Dominion Board in asking for legislation during the coming session that will make false advertising of merchandise a crime.—Carried.

That it is the opinion of this meeting that the time has arrived that we, as an association, should undertake a strong education campaign, to educate the public to a greater knowledge of the importance of the retail trade, so that the various sections of trade will not receive the abuse they have received from organizations, who are not familiar with the processes of distribution, and that this meeting recommend that the executive appoint a committee from the various sections of trade, who would be willing to give their time to addressing public meetings, with the object of educating the general public to the true conditions and the importance of the retailer in the community.

Selling on Sunday.

That we recommend that the law which prevents merchants from selling goods to their customers on Sunday, should also apply to the customer, making him equally responsible for violating the law, the same as the merchant.

The question of selling gasoline came up in connection with this. The chairman was surprised to hear this was against the law, remarking that he often bought it on Sunday.—Carried.

That we recommend that the Dominion Board of our association apply for an amendment to the Trading Stamp Act, to include all forms of guessing and voting contests.—Carried.

That it is the opinion of this convention that, while they favor the bill recently introduced at Ottawa, to regulate cold storage, that clauses should be inserted in the measure to protect the retail merchant, so that he would not be unjustly dealt with under its provisions.

Mr. Bucknall explained the Cold Storage Bill provided that goods taken out of cold storage could not be placed back again. No provision was made for a grocer or butcher who had a refrigerator and had to put his goods there over the week-end. They suggested the addition

SKETCH OF PRESIDENT GAETZ.

T. A. Gaetz, the new president, is a man who figured much in this, the first annual convention of the Alberta branch. It was rumored long before the election of officers that he was a likely man for president. He had proved himself able, and a man with a wide knowledge of the retail business. Mr. Gaetz came to Western Canada in 1887, *when he was fifteen years of age, and knows something of the hardships of pioneer life. He told the convention during one of the discussions that he would not like to return to the rough ways of the early days. He did not a little ranching as a youth, then started working in the general store of Smith and Gaetz, Red Deer, in* 1896, *and worked with them for ten years. Then he and R. C. Brumpton bought out the above firm, and two years later Brumpton bought out Gaetz. The latter then started for himself in Red Deer, and owns a good business in that town. He put five years on the council there, is vice-president of the Board of Trade, president of the local Retail Merchants' Association, and a member of the hospital board.*

of the words, "other than retail stores."—Carried.

That this convention request the executive officers, to report upon the advisability of securing inter-provincial judgments, so that they will be operated in every province, so as to facilitate the collection of small debts.—Carried.

Want Onus on Manufacturer.

That it is the opinion of this meeting that any goods that are sold to retail merchants as being unadulterated and they are found to be adulterated, that the manufacturer should be prosecuted instead of the retailer. —Adopted.

That this convention place itself on record as being opposed to municipalities engaging in the retail trade.

This had particular reference to municipalities retailing electrical fittings, etc.—Adopted.

WEDNESDAY EVENING.

Wednesday evening session proved both interesting and enjoyable, two addresses being delivered by Norman Rankin and R. J. Deachman.

Mr. Rankin chose as his subject "Advertising," and as he has gained for himself an enviable reputation as an advertising expert, it naturally followed that his remarks were listened to with close attention, and that he had much valuable information to impart. He handed out many "tips" to the delegates, and thoroughly impressed upon them the fact that business development and advertising go hand in hand.

Mr. Deachman delivered an interesting address on "The local newspaper and its relation to retail trade." One of his remarks was that the first community advertiser was Paul, for what finer phrased piece of advertising was there than that of Paul when he declared: "I am Paul of Tarsus, a citizen of no mean city"?

Selling Over Retailer's Head.

A resolution by the general merchants was then introduced to the effect that as they understood manufacturers and wholesalers were supplying goods to the consumer, and were becoming a menace to the retail trade, resolved that this business can be best handled by the retailers, and, further, that the merchants and executive take action to stop this business, or of starting a retail merchants' wholesale company.

Mr. McIvor said in his district the farmers were buying direct from the millers in car lots, for which they paid hard cash, which made it hard on the retailers who had to carry them. He did not believe that the wholesalers knew of the amount of business their travelers did with contractors; he wanted to believe that. The greatest offenders were the millers. If they insisted on it, there was brains enough among the retailers to run their own affairs.

Favored Prohibition.

Mr. Gaetz, chairman, read a resolution suggesting that the convention approve of the action of the temperance and moral reform league in their efforts to place on the statute book a provincial prohibitory law. This, said Mr. Gaetz, meant that liquor would not be sold anywhere in the province if adopted.

Some opposed it, but the resolution was finally adopted.

THURSDAY MORNING SESSION.

J. F. Glanville, provincial president, was in the chair when the convention was called to order Thursday morning. The proceedings began by Mr. Glanville reading a resolution: "That in the opinion of the convention the Government of Alberta should be empowered to conduct a general banking business."

W. A. Fraser, Pincher Creek, said the adoption of such a system would be in the mutual interests of the farmers and the retailers. They heard the cry for cheaper money. The banks were waxing fat on their high rates.

Mr. McIvor, Cowley, stated that in view of the money stringency and the difficulty in obtaining money at any rate, it was time banking should be controlled by the province. At present he believed that the banking laws were made by the Dominion Government. In his opinion the banks were controlling the Government instead of the Government controlling the banks.

Mr. Anderson, Bawlf, thought the resolution too important to be sprung on a meeting like this.

Mr. Stephens, Vermilion, was not opposed to the principle, but would like to have more definite information before favoring such a resolution. He wished to tell the last speaker that the Government were paying a higher interest for money than the banks.

Mr. McIvor disagreed, saying that the Post Office Savings Bank was paying less than the bank.

Mr. Stephens—Are not the Post Office Savings Banks paying 4 per cent?

Mr. McIvor—No, never.

Mr. Stephens—They did ten years ago. When the banks were paying 3 per cent. the Government was paying 4 per cent. However, it seems we don't know enough about it to discuss the matter.

The President suggested that the subject be left to a committee to report at the next meeting. The committee formed consisted of D. R. McIvor, F. F. McDonald, and Mr. Glanville.

Are Wholesalers More Exacting?

The next resolution coming up was to the effect that certain wholesale grocers were urging a more stringent enforcement of the fifteen-day settlement, undue enforcement of which would result in hardship, owing to the long time retailers were compelled to give customers, and that the thirty-day limit was reasonable.

Mr. Anderson, Bawlf, said this was the first intimation he had had that such was the case.

Mr. McIvor believed it was in force with firms handling sugar and tobacco.

Mr. Bucknall, provincial secretary, understood that a fifteen-day settlement was being enforced in the cities, as a result of which the grocers claimed they could not turn over their stocks. It was formerly sixty days, then thirty, and now fifteen. He thought some of the retailers would find it impossible to make a settlement in fifteen days.

T. A. Gaetz—Even though it would only help the members of one branch, it is for us to help them by going into this matter.

At this point Mr. Stephens, who took part in the discussion on banking, returned and stated that he had been out to determine what interest was being paid on money. Both the banks and the Post Office, he said, were paying 3 per cent.

It was decided that the resolution of the hardwaremen to prevent wholesalers catering to the consumer was covered by that of the general merchant.

The Market Question.

Mr. Fraser, Pincher Creek, wanted to know which delegates had a market in their town, and how it was conducted. He also wanted to hear from delegates who were paying a business tax.

H. Snell told how Red Deer secured a market, a committee being formed to visit various centres where markets were established. He recommended Mr. Fraser to apply to the chairman of that committee for information.

N. B. Good, Lethbridge, said they used to have a market, but it was a failure. They were thinking of organizing another. In the days when business was very good, people preferred to trade at the corner grocery, considering it too much trouble to walk to the market. Now, when they required to save every cent, they would probably use the market.

Mr. Fraser said he thought they should encourage farmers to come into their towns.

On the subject of a business tax, Mr. Gaetz, Red Deer, said that when this matter came up in their town the business men wrote the council saying they were willing to pay a tax of 5 per cent. if the council would be willing to assess improvements at 5 per cent.

The council adopted the first part of their suggestion, but cut out the last.

His business tax for the year amounted to $60.

It was agreed among the members that as a rule it was not lawful for a town to impose a business tax.

Splendid Exhibits.

There was one feature to the convention that surprised everybody, because of its novelty and its success. This was the exhibition of products by the local wholesalers and manufacturers. This not having been tried before, it was not known how many would take advantage of showing their goods. The results were beyond expectations. The basement of Paget Hall was crowded uncomfortably, and those crowded out had to be housed in the Convention Hall. Nothing better, however, could be done, as such a demand had not been expected. The Board will know better next year, and there is no doubt other associations will follow up this practical idea of the Alberta branch.

During the convention there were always some retailers who were not required in the hall walking around the basement, inspecting the goods and chatting with those in charge. Not a few of those who exhibited met lots of new dealers, which no doubt make good customers. The lines represented cover practically all trades, though the bulk were grocery firms. Among them were Campbell, Wilson & Horne, Ltd., Calgary and other points, who showed Royal Shield brands; McVitie & Price's biscuits; Libby, McNeil & Libby's canned goods, etc.; A. J. Macdonnell, grocery brokers, showing Epps' cocoa and chocolate; Brand & Co.'s ox tongues, Dominion matches, Marb's chocolates, Macintosh's toffee, Magic matches, Napoleon olive oil, George Washington coffee; McCormick's, London, Ont., had biscuits, jams and candies; F. Fryer was in charge of the booth; the Robin Hood Mills, Moose Jaw and Calgary, had a pyramid of flour bags and rolled oats; Tees & Persse, Ltd., had a display of the goods of E. B. Eddy Co., Ltd., also N. K. Fairbanks Co.'s line—W. H. Dingle represented Tees & Persse, and L. Roberts the N. K. Fairbanks Co.; Fry's had an exhibit of their chocolates and cocoa, represented by W. W. Hastings; L. T. Mewburn & Co., Ltd., wholesale grocers, Calgary, who make the Polo brands of coffee, baking powder, etc., showed these lines, K.C. jams, and Crawford's biscuits—represented by Herman Mewburn; the Stanley Paper Co., Calgary, showed various lines of stationery, wrapping paper, etc., and Barr account registers; the Alberta Empress Co., Calgary, had a display of baking powder, coffee, teas and spices—represented by F. D. Cox; McLaren Imperial Cheese Co., Alberta branch, showed several lines of cheese, mustard, olives, pickles, Snider's sauces. Deurr's jams, and Huntley & Palmer's biscuits; P. Burns & Co., Calgary, exhibited hams, lard, butter, etc.; the Rockland Marmalade Co., Calgary, showed several of their lines—they are represented by the Alberta Financial Brokers, Calgary; Scott Bros., 715 First Street East, showed Toledo scales and Van Berkel slicers—represented by J. R. Scott; Hamblin, Brereton & Co., grocery brokers, Calgary, Winnipeg and Vancouver, had a display in the Convention Hall; Anderson & Co., grocery brokers, Calgary, showed Eiffel Tower lemonade, Foster Clark's goods, and Sharp's toffee; S. F. Bowser & Co. had a display of their oil tanks and pumps.

DELEGATES WHO REGISTERED.

J. Alfred Pine, Magrath; Lang Ly, Magrath; W. J. McInnes, Acme; T. A. Gaetz, Red Deer; W. J. Boomer, Redcliff; Otto M. Shipley, Redcliff; Jno. G. Robertson, Foremost; R. J. McNabb, Grassy Lake; Gus Johnston, Pincher Creek; M. H. Smith, Winnifred; A. J. Turish, Black Diamond; L. D. Ames, Magrath; Jacob Miller, Stoney Plain; W. B. Good, Lethbridge; H. Montgomery, Wetaskiwin; Hans Rus, Champion; H. W. Reed, Vulcan; G. E. Hayward, Vermilion; J. T. Hatcher, Blackie; G. H. Beaudry, Wainwright; Chas. Ouimette, Coleman; C. W. Hanson, Barons; W. G. Fraser, Pincher Creek; C. C. Burnett, Carbon; C. H. Nash, Carbon; D. A. Thompson, Coronation; G. A. Smith, Innisfail; S. Tucker, Ensign; J. D. McDonald, Calgary; S. M. Armstrong, Banff; John T. Doney, Macleod; B. E. Spink, Macleod; D. N. McIvor, Cowley; F. W. Tracy, Wetaskiwin; J. H. Brand, Stavely; Fred. S. Ditte, Stavely; P. C. Owen, Lacombe; Harold J. Snell, Red Deer; M. Snell, Red Deer; Wm. Howie, Cowley; F. F. McDonald, Cayley; W. T. Milner, Denton; E. W. Magee, Blackfalds; J. H. Curtis, Nanton; Jos. Wright, Bassano; J. Frank Hill, Langdon; J. A. McNabb, Grassy Lake; L. S. Crosby, Banff; D. H. Sykes, Redcliff. Retailers from Australia, heard of convention and stepped in, S. A. Ravencroft, Australia; I. M. Clark, Australia; T. Frank Davis, Bassano; Geo. W. Buck, High River; R. B. Wilkinson, Airdrie; A. E. Bowers, Airdrie; H. A. Stephens, Vermilion; A. E. Clemens, Sedgewick; A. M. Anderson, Wm. Kennedy, Ponoka; H. B. Edwards, Ponoka; N. H. Hildermann, Calgary; H. T. Northwood, Coronation; A. G. Stude, Didsbury; H. Barnstable, Edberg; W. F. Winatt, Edberg; A. H. Webb, Hardisty; H. Skienel, Mirror; B. L. LaRoy; Morrin; George Rebder, Dalroy.

Many Entertainments.

On Wednesday at 12 o'clock the Board of Trade tendered a luncheon to the visiting delegates at the Young Men's Club Rooms, Central Methodist Church. In the afternoon there was an auto trip to P. Burns & Co.'s, Ltd., plant. The ladies were entertained at the Allen Picture Theatre the same afternoon. On Thursday evening the delegates attended a banquet as guests of the Calgary Branch. The same evening the ladies were given a theatre party at the Sherman Grand Theatre while the banquet was in progress.

The following provincial section officers were appointed for the hardware section:

Hardware—President, W. J. Illsey, Calgary; first vice-president, C. W. Hanson, Barons; second vice-president, R. B. Wilkinson, Airdrie; treasurer, W. J. McInnis, Acme; secretary, D. A. Thompson, Coronation.

EXHIBITORS AT CALGARY.

Among the exhibitors at Calgary during convention and exhibition week were: The British American Paint Co; Tees & Persse; L. Roberts; McClary Mfg. Co.; The Calgary Paint & Glass Co.; G. F. Stephens & Co.

British Columbia Incorporations.

The B. C. Steel Works, Ltd., capitalized at $500,000, head office Vancouver, to carry on the trades and businesses of ironmasters, steel makers, etc.

Automatic Electric Heat Controller Co., Ltd., capitalized at $200,000; head office, Vancouver.

Vancouver Shingle Stain and Paint Co., capitalized at $10,000; head office, Vancouver, B.C.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of May 19, 1894:—

"T. S. Hobbs, hardware merchant, has been nominated in London to oppose W. R. Meredith."

Editor's Note. — Col. Hobbs, ex-M.P.P., is still at London, Ont., and is president of the Hobbs Hardware Co., and Hobbs Mfg. Co. He is also identified with several other interests.

* * *

"Early in the morning of May 4 burglars made their way into the store of James & Reid, Perth, and blew open the safe, getting two dollars for their trouble."

Editor's Note.—James and Reid are still located at Perth, Ont.

* * *

"W. B. Stewart, senior partner in the firm of Stewart & Wood, Toronto, wholesale dealers in paints, is dead. His demise took place early Thursday morning."

Editor's Note.—The wholesale business of Stewart and Wood is still being carried on at York St., Toronto.

HARDWARE AND METAL

VOL. XXVI. No. 20 Toronto, Canada, May 16, 1914 Two Dollars per Year

Prepare for the Next Campaign

THE Clean-Up and Paint-Up Campaign of 1914 is at an end and it may safely be asserted that a great deal of good was done. The idea was taken up with hearty good-will in all parts of the country and many scores of cities and towns set aside certain periods for the work of regeneration. The West was particularly active.

The campaign waged by Hardware and Metal had a strong influence in the work. With its large circulation, Hardware and Metal was in a position to interest the trade from one end of the country to the other. This interest was intensified by the fact that the influence was exerted weekly. In many cases dealers took copies of Hardware and Metal to their local newspapers and urged them to follow out the suggestions contained therein. Campaigns were started in several places as a direct result of the work thus done by the hardwaremen. In addition Hardware and Metal was able to gain the interest of many newspapers by direct correspondence.

Several of the paint manufacturers took a very active part in the campaign and are deserving of fullest credit for what they did. Literature, advertising matter and cuts were supplied, which enabled the dealers and the newspapers to conduct the campaign on a well-informed basis.

As stated at the outset, the results achieved this year have been highly satisfactory. But the movement was not nearly as general as it might have been—as it should have been. Not one municipality in ten took the idea up. In many places where the campaign was launched the support given it was not as complete as had been anticipated. For an initial attempt, it was satisfactory; but bigger results must be achieved next year.

Why Not Form a National Committee—Now?

TO make the campaign truly national in its scope next year, more general co-operation will be needed. The only way to secure this general co-operation in the opinion of Hardware and Metal is to start the work for 1915 now. If it is left again until the first of the year, it will be found impossible to get all the interests lined up together. Futhermore much of the real publicity work should be done in advance of the first of the year.

It will be necessary to obtain the co-operation of the paint manufacturers, the hardware and paint merchants and the newspapers. Plans must be laid well in advance. Literature must be prepared, cuts made and so forth. The time, therefore, to start is NOW.

As the movement is not a sectional one in any sense of the word, as the citizen of Halifax should be just as much interested as the Winnipeger, the campaign should be conducted on a national basis. A national committee might be formed to look after the publicity work and to generally direct the spread of the idea. Such a committee would be composed of representatives of the various bodies interested in civic improvement, of the paint manufacturers and of the press. With a committee behind it, the movement would spread next year to every city, town and hamlet in the Dominion.

Why not proceed with steps toward organization at once?

A Word to the Paint Manufacturers

DURING the campaign now over many of the paint manufacturers showed a lack of interest that amounted almost to apathy. This was disappointing as it was recognized that the hardware and paint dealers throughout the country would benefit, particularly as it was felt that the hearty co-operation of all manufacturers was needed to make the campaign a complete success. The lack of interest that was noticed can be attributed, we believe, to the fact that concerted action was not suggested early enough.

Well, Hardware and Metal is out with the suggestion as early as is possible this time. The 1914 campaign is just over. Let us start to get ready for the campaign of 1915 and let all work together.

If the paint manufacturers were to put their combined strength and influence behind the movement, backed up by the press and by civic bodies interested in problems of municipal improvement, the results would be of incalculable value.

The Alberta Convention

ORGANIZATION in Western Canada is one of the big questions of the day. Not very long ago, the Retail Merchants' Association of Saskatchewan held a large convention in Moose Jaw, which was fully reported in this paper. Last week the merchants of Alberta met in Calgary, and from the enthusiasm exhibited and the number of places from all over the province represented, it is plain that Western merchants have fully awakened to the importance of association work. This shows that the trade is alive to their own interests. The entire country is now pretty well organized, and in the next few years we may expect aggressive work on the part of the retail merchants' associations.

At Calgary last week, two topics seemed to be uppermost in the minds of the delegates. First there was the problem of overcoming the selling by wholesalers direct to consumers, and there was the great problem of keeping down credits. Vigorous protests were made against some wholesalers who seemed to find it necessary to sell over the heads of the retailers. In this matter the obligation of the wholesale dealer seems plain. If he desires to sell goods at all to the retailer, then he should sell only to the retailer. Of what benefit is it to the retailer to purchase goods from the wholesaler, only to find the wholesaler has supplied his customers? The question is one that is of much importance to the entire trade of the country, and from the organization that has been going on recently, it looks as if one of the biggest reforms will be seen in this direction in the years to come.

For many years retailers have been handicapped by insufficient legislation, or the absence of legislation so far as collecting debts is concerned. This was another of the problems gone into thoroughly at the Alberta Convention. It appears too that the only remedy lies in organization. Just as soon as the retail merchants of the country are strong enough to demand changes in the law or additional laws, then will our governments submit to the passing thereof. The retailers of Alberta hope to secure changes in legislation which will enable them to collect small debts more easily. It is to be hoped they will secure the advantage of this legislation in the near future.

That old problem as to whether cash or credit business is the most acceptable to the retail trade also came in for its usual share of discussion. It is apparent, however, that this is a question that will never be fully settled by any association. Each man will have his own individual opinion, and because of the fact that in some places a cash business is practically impossible, differences of opinion will always exist. It is a question that in future might well be omitted from association conventions. Not so, however, the matter of watching credits and collecting debts. The credit business we shall always have with us, and therefore the subject of debt collection and limitation of credit will ever remain a live one.

Next year the Alberta convention will be held in Red Deer, and it is to be hoped that even a greater interest will be taken in organization work on that occasion and during the intervening period.

The Business Situation

ALTHOUGH it cannot be said that business is booming in the hardware line, there is every reason to believe the conditions are gradually growing better and that business is showing a steady improvement. The general feeling is that the period of depression through which the country has been passing was needed to check private and public extravagance. Reports from the larger industries indicate that orders have slightly improved. Speculation seems to be now absent from business generally and with the elimination of such a deterrent to healthy conditions, confidence and activity should derive encouragement. There is still evidence of a determination on the part of the people as a whole to liquidate and economize, but it is a good sign and puts business on a basis that is exceedingly promising. Reports from the agricultural districts are extremely encouraging and should be a great aid in establishing confidence. Rural and country town business is particularly healthy and hardware merchants in many of the smaller places throughout Ontario and the Eastern provinces state that their business so far this year compares favorably with the business of last, and previous years. In some cases the volume of business has increased. Hardware jobbers report that business is holding up well. Paint manufacturers have secured good business from the retail hardwaremen. The weather of the past two weeks has been unfavorable for good business, but with an improvement in weather conditions the hardware trade should be stimulated to a great extent.

A considerable amount of building is now under way, and the demand for building material is improving. Summer goods are beginning to move and will move rapidly with the advent of warmer weather. Quite a number of price changes have occurred recently and in most cases have been in a downward direction. Collections are showing improvement.

Editorial Briefs

SWAT THE fly.

* * *

WATCH YOUR credits.

* * *

MAKE YOUR STORE the king-pin of them all.

* * *

ALBERTA MERCHANTS held a most successful convention—May it only be one of the many.

* * *

SUCCESS IN merchandising comes through keeping the overstocks down, keeping the variety up, keeping the goods plainly marked, keeping the bargains attractive, keeping the public informed, keeping the store and its people clean—keeping at it all the time.

SCREEN THE house.

* * *

CLEAN UP AND Paint Up.

* * *

THERE WERE NEVER better opportunities for real men than there are to-day—but for the incompetent there is no place.

* * *

INFORMATION FROM Halifax wholesalers indicate a healthy business outlook in Nova Scotia. The first part of the year compares most favorably with last, and 1914 is expected to at least equal, if not exceed 1913. This is a hopeful sign and indicates trade stability in the far east in spite of the temporary stress in Canada as a whole.

The Art of Bringing the Public Inside to Buy

Methods of Merchandising Have Been Altered to Conform To the Ideas of a More Advanced Age—Important Part Played by Show Windows—Three Interesting Displays.

WHAT the retail hardware merchant wants is to get more people inside to buy — he is not worrying so much about those who have entered the store, but about the crowds that are passing the store with possibly little or no thought of entering. To bring these people inside he must depend to a great extent on his show windows. An authority on window trimming recently said, "Display is the salesman. It is showing the goods that sells them. Years ago, when merchandising was conducted on a lower plane —when buying at a store was a matter of bargaining and a matching of wits and lung endurance between the customers and salesman, display was not so important. Prices were marked in cabalistic symbols, or, if in plain figures, subject to decline; values were not to be taken for granted, and "seeing" was by no means "believing" for the astute shopper. Under these conditions it was but natural that the merchant regarded display as of minor importance.

"But times have changed and with them the methods of merchandising have been altered to conform with the ideas of a more advanced age. Prices are now marked in plain figures—and these figures are final. Qualities are just about what they purport to be, and any good store may be depended upon so far as values are concerned. Practically every store guarantees the customer satisfaction or his money back. Under these favorable circumstances goods have only to be shown properly and they will sell themselves.

"And so it is that in the modern store display has become the chief salesman. Goods are got out into plain sight wherever that is possible. Merchandise is shown in glass cases and cabinets, in drawers with glass fronts and as many of these cases and cabinets are used to get the goods out where visitors to the store cannot help seeing them. In the newest stores illuminated display cases are built in wherever space permits, and special cases are used on stairways, by the elevators—wherever they will go. There certainly is no doubt that the modern merchant is an enthusiastic believer in display.

"But of all the display space, that which can be seen from the sidewalk outside the store is of the greatest value. Interior displays may be effective—but the people who see them are already in the store ready to buy.

"The trouble with most stores is that they haven't nearly enough show window space. This is as true of big stores as it is of little ones, for the bigger the store, the more window display space it requires."

Accompanying this article are three window displays which were recently shown in the show windows of Canadian retail hardware firms.

Sporting Goods.

One of the illustrations shows a sporting goods display arranged by Kerwood Bradbury, with the Manville Hardware Co., at their Prince Albert, Sask. branch. Mr. Bradbury has charge of the sporting goods department, which is largely a new department in the store. In past years Mr. Manville, who conducts stores at Shellbrook and Prince Albert, Sask., has dealt heavily in rifles, shot guns and ammunition and has, it is said, ranked among the large buyers of loaded shells in the West, but not until



Neat display of sporting goods, by Kerwood Bradbury, in the show window of the Manville Hardware Co., Prince Albert, Sask.

the present year did he take up a full line of sporting goods. Mr. Manville is meeting with splendid success in selling sporting goods, and attributes not a little of the success to the business secured through the display window.

The accompanying illustration shows an evenly balanced and neatly arranged display of baseball, football, and tennis supplies, swing and couch hammocks, etc. The display could not help but interest all lovers of outdoor sport.

Tools.

A neat display of tools by W. Schaefer, with M. Weichel & Son, Waterloo, Ont., is also shown. Much taste has been exhibited by the window dresser in arranging the tool display. Displays of this nature are always particularly interesting to a great many people. In the first place, the mechanic is always an admirer of a neat display of tools, and will often be induced to purchase additional tools for his kit, after seeing a display of this kind. In addition to the full-fledged mechanics there are also many apprentices, gathering kits of tools, and their patronage is very desirable. Professional and business men, manual training and technical school students are also prospective tool purchasers who may often be influenced in their selections, through the medium of the show window.

A Novel Display.

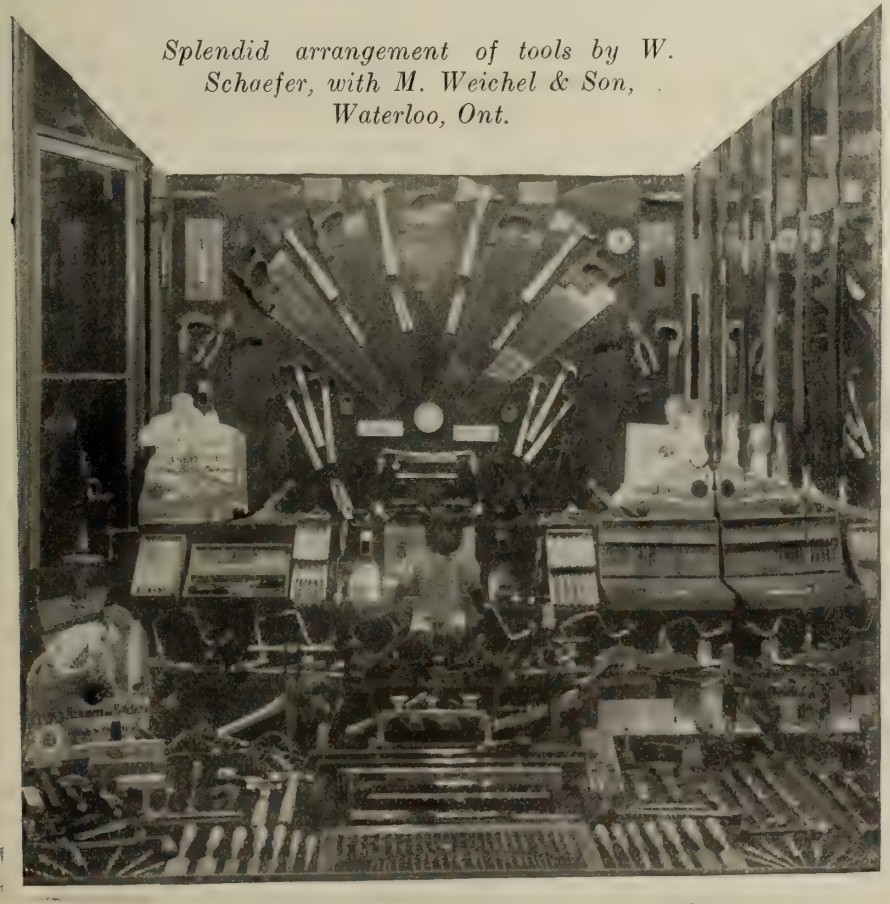
The spring hardware millinery display shown was arranged by W. A. Dopson, with Dunlop & Co., Pembroke, Ont., and is one of the styles of displays that has novel features to attract the attention of the passer-by to the store. Various articles found in the hardware store have been used to trim the elaborate styles of head gear shown. Several splendid displays of tools, household goods, etc., arranged by Mr. Dopson have appeared in Hardware and Metal in the past. Occasionally he arranges a novel display such as the one here shown in order to create a slight sensation, and to keep the public thoroughly interested in the show windows under his charge.



Hardware millinery display by W. A. Dopson, with Dunlop & Co., Pembroke, Ont.

An old window-trimmer once said, "The show window is the index to the store," and in this respect he was correct. The show window is also the magnet which draws people into the store, but the dealer must not forget to have the magnet loaded.

Splendid arrangement of tools by W. Schaefer, with M. Weichel & Son, Waterloo, Ont.



DEVELOPING THE CLERK.

A good many trade papers just now are advocating some sort of training in the store for clerks.

"A school of instruction for the salesmen and clerks in your store will pay you, and it will pay the clerks," says the National Bulletin. "The direct aim of the school is to educate the clerk in a knowledge of the various articles he is selling. He is to acquire a technical knowledge without a practical handling of the raw product unless it comes into his possession for sale.

"Here are some subjects upon which the proprietor can give an interesting and instructive talk. Take up the item of wrenches, ice-cutters, tongs, and give such information as you desire; as, for instance, as having the clerks name three common pipe wrenches and the advantages of these three over those of other makes. Then elaborate on how pipe wrenches should be used, and in selecting your pipe wrench, what points of construction should be considered."

"What the proprietor learns at such meetings is of greatest importance. We We mean it! He realizes how young and untried his clerks are. He learns that, better than condemning them in his mind for not taking an owner-like interest in a business they don't own, is to discuss things with them humanly and give them a chance to learn details outside of rush hours."

Dominion Incorporations.

The National Rubber Co., Ltd., capitalized at $500,000, head office Hamilton, Ont., to manufacture and deal in rubber products. Incorporators: G. Wenig, D. B. Wood, R. W. Long, C. L. Boyd, F. E. Walker, all of Hamilton.

Talks of a Selfmade Merchant to his Clerks



Using Technical Terms on Some One Who Doesn't Understand Them Has Only One Effect, it Antagonizes —People Nowadays Know Something About Barter and a Whole Lot About Value.

By a Merchant.

I HAVE a matter to talk about today which should interest all of you, said the Boss, when the staff had gathered in the office. I heard a conversation the other day between one of you and a woman who had come in for an electric toaster. Never mind which one of you it was. You are all making the same mistake at times, I know, so you can all take the lesson to heart.

This salesman was trying to explain how the toaster was run, and I could see that he had her all twisted up in mental knots. He was talking away about voltage and insulation and rolling electrical terms off his tongue as fast as the words would come. Of course, he lost the sale. That woman didn't know anything more about electricity than that it ran along wires and was dangerous. All the salesman managed to do was to get her confused and afraid of the article. 'I can't remember all that,' she probably said to herself. 'I had better not get one for I'm sure I can't run it right.'

The first principle of salesmanship is that the purchaser must be brought to



"Why do they let that man run between those other two?"

understand all about the article. Some people can be cajoled into buying something they don't understand sometimes; but it isn't often. The average person nowadays knows enough about the fine art of buying to refuse to take an article that has any element of mystery about it. Mystery spells trickery.

I was at a baseball game the other day, and had the misfortune to sit near a young couple who persisted in talking so that I could hear everything they said. The girl was one of those sweet young things who know nothing and think it attractive to display their ignorance. She asked questions about everything. The man was one of the hopeless maniacs called Real Fans, who carry long tables of batting averages around in their heads and express themselves in a language called diamond slang which sounds to the uninitiated more like the Cannibal Island tongue or the Papuan patois. The dialogue was running something like this:

Girl.—"Why do they let that man run between those other two with the big gauntlets"

Man.—" 'Sthisway. Griff was winding up for a spitter and Baker started to steal. Griff pulls a balk and shoots it over to first. Umpire is wise and gives a base to the runner. See?"

The girl didn't see. I could see myself that she was getting more mixed every time he gave one of his explanations. Finally she got mad clean through and insisted on being taken home at the end of the eighth when the score was a tie. The state of mind of the Real Fan showed clearly in his face. I saw that the course of true love wasn't going to run very smoothly with that pair for some time.

And that's the outcome every time you use technical terms on someone who doesn't understand them. It has only one effect; it antagonizes. Just let that thought get thoroughly settled in your heads. Fail to make yourself clear and you arouse antagonism—if not to yourself, to the goods you are offering for sale.

Some salesmen go on the idea that you make sales by failing to satisfy the customer's desire for information. They think that people will buy 'to find out about it.' Any man who thinks that nowadays is on a steep chute to failure with the course well greased.

People nowadays know something about barter and a whole lot about value. They've been educated by advertising and have been canvassed too often by agents and peddlers and salesmen (note the distinction), so that they don't fall for that primary class trick any more. They want to know all about what you have. You've got to convince them that it is worth while or you might as well be trying to sell window screens to the keeper of the Pyramids.

When I was going through school I put in two vacations selling five-volume sets of books, Great Men of History. I had a carefully prepared talk on Julius Caesar, Hannibal, Plutarch, Charlemagne and others of like kidney. It seemed to me that a talk reeking with culture and full of antique lore would be just the thing to sell those books. People wouldn't know anything about Hannibal and Plutarch and their curiosity would be roused to boiling point—to the $15 degree. The first man I tackled was a hard-headed old retired auctioneer. When I had spun off about two reels of my sales talk, he grunted.



"He was talking about voltage, etc."

'Caesar and Homer died quite a good many years ago, I take it,' he said. 'They don't interest me. I wouldn't pay $15.00 to read about dagos and such

(Continued on page 66.)

The Retail Handling of Poison Preparations

Retail Hardwaremen Should See That Legal Provisions Governing the Sale of Wood Alcohol, Paris Green, Arsenate of Lead, etc., Are Observed—Extracts From Various Acts.

OFFICERS of the Inland Revenue Department are again going the rounds in an endeavor to secure convictions of merchants who do not live up to the letter of the law in respect to sales of poison preparations. Merchants not observing the provisions of the various acts are liable to heavy penalties, and ignorance of the law is not accepted as an excuse. For the benefit of our readers we are publishing extracts from acts bearing on the poisons usually sold by hardwaremen.

All the Provinces come under the jurisdiction of the Inland Revenue Act as far as the sale of wood alcohol is concerned. The following sections from the Inland Revenue Act gives full details regarding the law governing the sale of wood alcohol.

Sec. 266.—Every person who uses spirits containing methyl alcohol in any form in any pharmaceutical or medicinal preparation intended for internal use, shall be liable to a penalty of five hundred dollars.

Section 266 of the said Act is amended by adding the following subsection thereto—Every person who uses methyl alcohol or spirits containing methyl alcohol in any form, in any pharmaceutical, medicinal or other preparation for external use shall affix to the vessel containing the said preparation a label stating in black letters not less than one-fourth of an inch in height, the presence of methyl alcohol therein, and every person violating the provisions of this subsection shall incur a penalty not less than fifty dollars and not exceeding two hundred dollars.

The following from Section 10 should be specially noted by hardwaremen:—All vessels containing wood alcohol, whether in the possession of the manufacturer or other person, shall have affixed thereto a label bearing the words "Wood Alcohol Poison," in black letters not less than one-fourth of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section shall incur a penalty not less than fifty dollars and not exceeding five hundred dollars.

Ontario Pharmacy Act.

The following from the Ontario Pharmacy Act relates to the sale of Paris green and arsenate of lead:—

Sec. 28.—No person shall, (a) sell or keep open shop for retailing, dispensing or compounding poisons, drugs, or medicines, except patent or proprietary medicines (subject to Section 42), and except turpentine, epsom salts, cream of tartar, carbonate of soda, bi-carbonate of soda, glycerine, carbonate of magnesia, Rochelle salts, blue stone, copperas, saltpetre, spirits of nitre, rhubarb root, solution of ammonia, phosphate of soda, gum camphor, quinine or chloride of lime, or sell or attempt to sell any of the articles mentioned in Schedule (A) unless registered under the Act.

Sec. 30 (1).—Nothing in this Act shall prevent the sale, by persons not registered, of Paris green, hellebore, tincture of iodine, arsenate of lead, carbolic acid not exceeding a five-per cent. solution and London purple, if such articles are sold in well-secured packages distinctly labeled with the name and address of the person preparing or putting up such packages and marked "poison."

The foregoing section states that Paris green or arsenate of lead can be sold if put up in a well-secured package, distinctly labeled, etc.

Section 33.—No person or incorporating company shall sell any poison either by wholesale or retail unless the box, bottle vessel, wrapper or cover in which the poison is contained is distinctly labeled with the name of the article, and the word poison, and if sold by retail, then also with the name and address of the proprietor of the establishment in which such poison is sold.

With reference to the sale of wood alcohol the section in the Ontario Pharmacy Act is similar to the one in the Inland Revenue Act.

Quebec Pharmacy Act.

Article 372 of Bill 143.—All vessels containing wood alcohol whether in the possession of the manufacturer or other person shall have affixed thereto, a label bearing the word "Wood Alcohol, Poison" in black letters, not less than ¼ of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section shall incur a penalty of not less than fifty dollars and not more than two hundred dollars.

Article, 5,016 of the Quebec Pharmacy Act.—Nothing in this section shall prevent the sale by persons not registered in pursuance of this section, of Paris green or London purple so long as said articles are sold in well-secured packages, distinctly labeled with the name of the article and the name and address of the seller and marked "Poison."

5,017.—For the purpose of this section the proprietor on whose behalf any sale is made by any clerk, apprentice or other employee, shall be deemed the seller, without prejudice, however, to the liability of the three classes of persons in pharmacy under Article 5,023.

Article 5,023.—Any person offending against the provisions of Article 5,009-5,016, shall incur a penalty of twenty-five dollars for each subsequent offence with costs.

Saskatchewan Pharmacy Act.

Wood alcohol is not mentioned in the copy of the Saskatchewan Pharmacy Act sent to Hardware and Metal. This poison, however, would come under the Dominion Act, and it would be necessary to have all vessels containing wood alcohol, labeled "Wood Alcohol Poison," in black letters at least ¼ of an inch in height. Article 36 of the Saskatchewan Pharmacy Act reads as follows:—"No person shall sell any poison in Schedule (A) either by wholesale or retail, unless box, bottle vessel, wrapper or cover in which the poison is contained is distinctly labeled with the word "Poison," and if sold by retail, then also with the name and address of the proprietor of the establishment in which such poison is sold."

We note, however, in Schedule (A), that it states:—"Arsenic and preparations and compounds thereof (except Paris Green)."

In Prince Edward Island wood alcohol comes under the Prohibition Act. The Pharmacy Act of that province does not include Paris green.

ONTARIO INCORPORATIONS.

The Ontario Flexotile Products, Ltd., capitalized at $50,000, head office Toronto.

Canada Cut Glass Co., Ltd., capitalized at $25,000, head office Toronto, to manufacture and deal in cut glass.

Standard Welding Co., Ltd., capitalized at $3,000, head office Hamilton, to do all kinds of welding of iron, steel, and other metals.

The Brockville Paper Box Co., capitalized at $10,000, head office Brockville, to manufacture and deal in paper and cardboard boxes, etc.

The St. Thomas Electrical Co., Ltd., capitalized at $40,000, head office St. Thomas, to manufacture and deal in electrical appliances, etc.

The Canada Chain Co., Ltd., capitalized at $40,000, head office Sarnia, to manufacture and deal in lapweld chain, electric chain, bolts, nuts, etc.

Profitable Publicity for the Retail Hardwareman

Plan for Criticizing Copy as Used by the Copy Chief of One Successfully Advertised Concern—Recent Advertisements of Canadian Hardwaremen.

HARDWAREMEN frequently admit that they do not give their newspaper advertising copy the time and thought which it really deserves. The result is a considerable advertising waste—and in many cases a very expensive one. During recent years there has been a vast annual increase in the amount of advertising space used by retail hardwaremen. For the merchant who wishes to get the best returns from his advertising it is a good idea to follow the plans of some of the men who have made a study and a success of advertising. By so doing needless wastes can often be eliminated and better copy prepared.

To be able to see ourselves as others see us—to look upon our advertisements with the probable viewpoint of likely readers — would eliminate advertising waste considerably, and also help attain greater proficiency Following is a plan for criticising copy as used by the copy chief of one successfully advertised concern, that brings out the basic principles which make for all-round perfection. To answer the questions truthfully means better advertising with more assured returns.

1. Is it true?

If the statements contained in the advertisement are not true, the man who wrote it is not honest. He may "get away with it" for a while, but he is bound to be found out, but his career as an advertiser is over. Once the confidence of the public is lost, it is hard to regain.

2. Is it too broad?

Your ad. may be true for the most part, but may claim a little too much, or take in a little too much territory. This includes what is known as extravagant language.

3. Is it reasonable?

Unless what you say is reasonable and believable, it is likely to be doubted. This is so whether the ad. be true or not. I know of one firm who purposely refrained from stating all that a certain machine could do. They knew if they published the entire truth it would not be believed. State only what you think will be believed.

4. Is it far-fetched?

Do not use an example in your ad. that needs an explanation. Do not use words, phrases and headlines which have no connection with the matter in hand. That is a common fault of the novice in advertising.

5. Is it painfully funny.

If you want to become a successful ad-writer, don't try to be funny. Buying goods and paying money for them is a serious business. If people want jokes, they know where to look for them. Human interest in an ad. does not mean wit.

6. Is it grammatical?

Once in a while, but not often, a piece of copy gets out with a glaring error in its grammar. Some copy-writers expect the boss to find such errors and correct them. The boss usually finds a way out of the difficulty by getting a new copy-writer.



Ad. of Scroggies, Ltd., Montreal, Que.

7. Has it too much novelty?

All of us are continually trying to get something new into our ads., which is right and proper, but there is such a thing as too much novelty. In that case, the prospective customer may be so interested in the appearance of the ad. that he forgets all about the article advertised. Better be original in the way of describing the goods, rather than in the general appearance of the ad.

8. Does it knock?

The ad. that "knocks" a competitor's goods or service is likely to prove a boomerang. The American love of fair play makes "knocking" in an ad. out of the question. Don't do it. It is neither fair nor safe. The best way is not to mention your competitor. In some cases the public doesn't know you have a competitor until you mention him in your advertising.

9. Are there superfluous words?

When you pay 15 cents per line and upwards, you can see that you have no room for superfluous words. Unnecessary adjectives are often used. Sometimes a whole phrase can be cut out. Phrases can often be reduced to a single word. Cut your long and involved sentence into two or three short ones. You'll save words by it.

10. Is the language too flowery?

Beware of flowery or "flossy" language. We are all tempted to use it at times, but it seldom sells goods. People like the truth, told in an interesting way, in the language they are accustomed to speak and hear.

11. Will it be understood by the average reader?

If it will not, write it again. It is the average reader who buys the most goods, not the "high-brows" nor the "low-brows."

12. Does your caption "say something?"

It is well to put as much meaning into your headline as possible. Study the newspaper headlines. See what a story they tell in four words. Don't, by all that's good and bad in advertising, start your ad. with a current phrase or saying, such as "I should worry." These phrases are meaningless and will turn people of intelligence and refinement away from your ad.

13. Have you put the "punch" in?

This is sometimes referred to as the "kick," and means the summing up or the appeal to buy. Without it, the ad. is flat. There seems to be something missing. It may be a mere suggestion, as: "There's a photographer in your town," or it may be in the form of a question, as: "Have you a Bell telephone?"

14. Is the first sentence worth reading?

Make your first sentence a strong one, and don't make it too long. Many otherwise good ads. fail to secure a reading, and fetch up in the "also-ran" class because they get a poor start.

15. Are punctuation and spelling correct?

If you make an error in these, the reader's confidence is weakened in what you have to say. Don't be afraid to use the dictionary.

16. Is the construction of the sentences smooth?

This simply means is the ad. easy to read and easy to understand. Short sentences and plain words will help. Remember that everybody does not possess a high school education, and very few are mind-readers.

17. Is the ad. likely to start a controversy?

If it is, better think twice before you publish it. A controversy is an easy thing to start, but hardly a wise thing. The starter of it usually comes in second best.

18. Is it contrary to the policy of the house?

Every organization has a policy. That policy may be an unwritten law, but it sets forth certain things which must not be mentioned in the advertising. If the copy-writer desires to avoid unpleasant interviews with the powers that be he will study the house policy and avoid clashes with it.

19. Is there too much copy for the size of type desired?

If you want the printer to be your friend, and this is highly desirable, you will write the copy to fit the space. Study it out. There are several methods.

20. Is the illustration dignified?

The same thing applies here as was said of "painfully funny" copy. Don't spend good money for space and fill it up with so-called funny pictures. It's the mark of the novice.

21. Does it tell a story, per se?

Your illustration should at least identify the line of business it is supposed to advertise. If it does not, choose something else.

22. Does it fit the copy?

Some folks who write advertisements evidently think any picture will do so long as it is a picture. That's why we see a picture of a pretty girl used to advertise building brick, or a photograph of a man with whiskers used to advertise flour. Avoid stock cuts. An experienced ad-reader will recognize one ten feet away.

23. Is it pleasing?

Your illustration may be very appropriate, but be slow in using it if it carries an unpleasant suggestion. The reader does not like to have his senses shocked. Some ads. I've seen have been little short of repulsive.

24. Does the ad. "look good" to you?

If you feel that something is not just right about it, put it on the operating table and turn the X-ray on. It isn't safe to take a chance on that something.

25 Would you read it in a newspaper if you had not written it?

Look the ad. over from the standpoint of the ordinary newspaper reader. Forget that you wrote it. Imagine that it is the ad. a competitor wrote. If it still looks all right, it must be good.

26. Deep down in your own heart do you think it is a good ad.?

That is the final test. You may convince others that it is a good ad., but unless you can convince yourself, you are making a mistake.

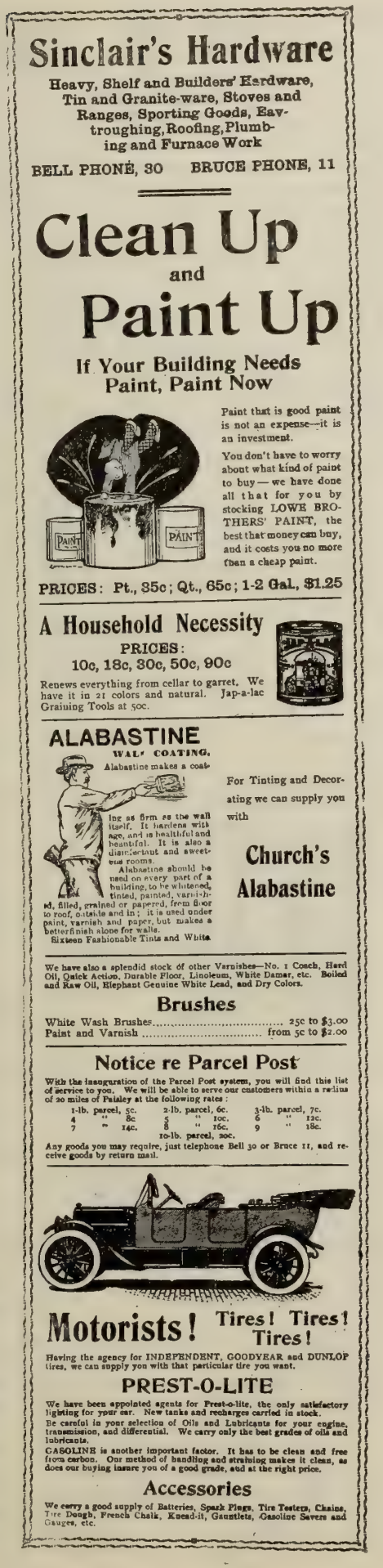
If your ad. successfully passes all these tests, you are justified in trying it on the public.

The accompanying reproductions show hardware advertisements which have recently appeared in Canadian newspapers.

The advertisement of Sinclair & Co., Paisley, is an ad. that would attract the attention of the readers. Several lines are featured, the use of illustrations is a commendable feature. An appeal is also made to farmers to make use of the recently inaugurated parcel post system.

Scroggies, of Montreal, are featuring a number of lines of household goods. In this ad. as in the others illustrations have been used and prices quoted.

There is a strong tendency on the part of hardware merchants to make liberal use of illustrations and to quote prices in newspaper advertisements. Both are excellent features and should be encouraged especially when such lines as those shown in the reproduced ads. are being offered to the public.



KODAKS IN HARDWARE STORES.

Drug and stationery stores have had the kodak and photographic supply business pretty much to themselves. A medium-sized town hardware proprietor in Iowa took notice of this state of affairs. He decided to take a flyer in the line. His first purchase was about $60. Eleven months later an inventory showed that the amount of stock on hand totaled $100, while the books revealed the very pleasing information that the department showed purchases for the period mentioned to an exact total of $988.75.

Writing to the Hardware Age, that particular dealer opines:—

"We don't believe that anyone could possibly get stuck with this line if there is not one in the town. They will also find that the people who have kodaks will use twice as many supplies after an agency is in the town than they did before. And last, but not least, is the profit the entire line shows. Nearly every item will show a profit of 50 per cent. There are two items that show less, and they show 25 per cent. Now you can figure for yourself how much profit we have made in one year, as we have turned our stock nearly twice a month; but, to be real safe, we will say 1½ times each month. What better could anyone wish for?

New Canadian Patents

New Canadian Patents

No. 152,993.—John Walker, Toronto, Ontario, Canada, 6th January, 1914; 6 years. Filed 26th September, 1913. Receipt No. 229,401.

Claim.—1. A horseshoe comprising a body having heel, toe and intermediate bosses, removable caulks fitted to said heel and toe, bosses and fastening blocks rigidly securing said caulks to said bosses.

No. 153,046.—John Percival Cullen, Toronto, Ontario, Canada, 13th January, 1914; 6 years. Filed 5th April, 1913. Receipt No. 222,795.

Claim.—1. A flue cleaner comprising a cleaner rod, flue cleaner heads mounted thereon, arched springs connecting the heads together, and V-shaped circular blades mounted on the arched springs, as and for the purpose specified.

No. 153,057.—Amelia Guernsey, North Bay, Ontario, Canada, 13th January, 1914; 6 years. Filed 12th September, 1913. Receipt No. 228,882.

Claim.—1. A caster comprising a disk or body portion having an opening therein, a bearing member upon the lower surface of said disk, a backing member upon the upper surface thereof, a headed bolt or stem extending through the disk, and means co-operating therewith for securing a caster to an article of furniture.

No. 153,087.—The Anthony Wire Fence Company of Canada, Limited, Walkerville, Ontario, Canada, assignee of Daniel P. Anthony, Tecumseh, Michigan, U. S. A., 20th January, 1914; 6 years. Filed 24th July, 1913. Receipt No. 227,183.

Claim.—1. A fence post, comprising a sheet metal blank having the opposite edge portions thereof slitted to form bendable tabs upon opposite sides of a horizontal line, said blank being formed into an open cylinder with its edges spaced, and said tabs being bent about the fence wire respectively above and below the same to secure the latter and to stay the cylinder.

No. 153,163.—William Greenspaw, Toronto, Ontario, Canada, 20th January, 1914; 6 years. Filed 3rd October, 1913. Receipt No. 229,641.

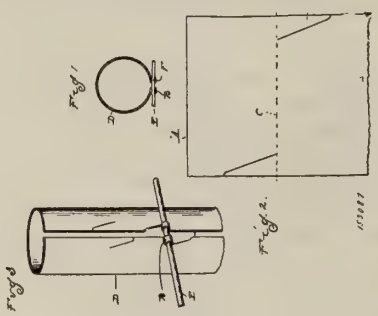
Claim.—1. A window cleaning device, comprising a metal frame formed in U shape comprising parallel side bars, loops formed on the ends of said sidebars, as and for the purpose specified.

No. 153,190.—John Frank Rodgers, Athabasca Landing, Alberta, Canada, 20th January, 1914; 6 years. Filed 10th March, 1913. Receipt No. 221,559.

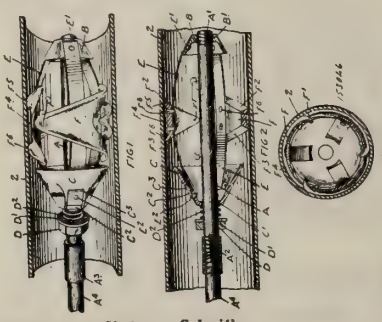
Claim.—The combination with a trap comprising a base plate, jaws pivotally mounted thereon, a spring member designed to actuate the said jaws and a captive member, of a cross bar rigidly fixed to the said base plate and having an orifice through its outer end, a catch member pivotally mounted on said cross bar, a platform rigidly attached to the said catch member and adapted to be located below the catch member, and a bait hook fixed on the upper face of such platform, as and for the purpose specified.

(Continued on Page 65.)

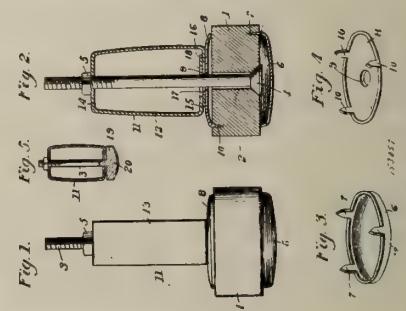
No. 153,087. Fence Post. *Poteau de clôture.*



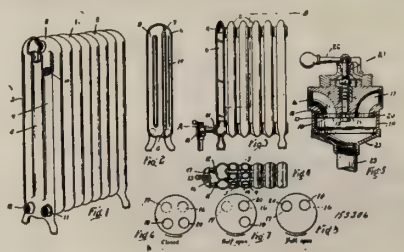
No. 153,046. Flue Cleaner.



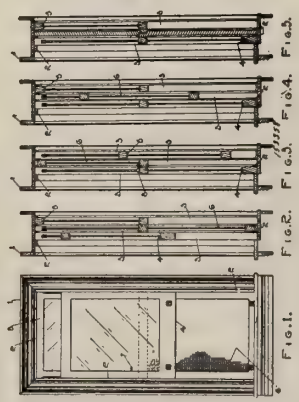
No. 153,057. Caster. *Galet.*



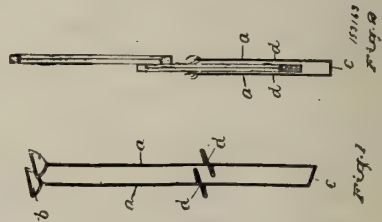
No. 153,306. Radiator. *Calorifère.*



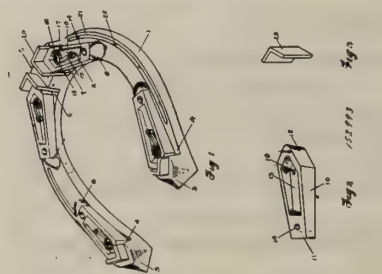
No. 153,358. Screened Window.
Châssis à moustiquaire.



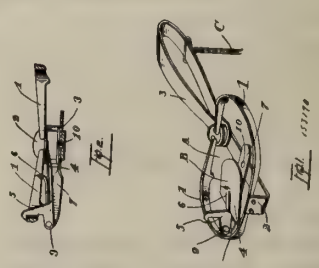
No. 153,163. Window Cleaner.
Nettoyeur de fenêtres.



No. 152,993. Horseshoe. *Fer à cheval.*



No. 153,190. Animal Trap. *Piège.*



Making a Strong Plea for Price Maintenance

One Price in All Stores at One Time—An Article Dealing With Uniform Standardized Products on Which the Manufacturer Has Tried to Name a Uniform Price.

By William Hard, in Everybody's Magazine.

Continued from Last Issue.

Conspiracy Price?—By No Means.

But here are the officers of the Miles Company about to put their "Restorative Tonic" on the market and about to name its price. Have they a monopoly? Do they control their market? Can they name a monopoly price? There are about a thousand reasons why they can't. There are about a thousand other tonics eager for business. That's all. And the officers of the Miles Company don't say two dollars for their "Restorative Tonic." They say one dollar, and are glad to get it.

If the Miles Company entered into a secret conspiracy with all the other manufacturers of medicines in the United States and named a conspiracy price, a monopoly price, on their products, why, then, it would be a case for the Attorney-General of the United States. It would not be the case we are looking at here.

Here we are defending an absolutely competitive thing—the right of the individual manufacturer, all by himself, in a competitive market, to name the retail price of his own individualized property.

At present he sends that property, his own product, which he himself made, out into the retail market and there sees it used to injure him and to injure and confuse the public in at least three different ways, all equally weird.

I distinguish three families or species of price-cutting. You see all of them every day.

First, there is "common or cut-throat" price-cutting.

This is simply a blind rage among retailers. It can be as bad for them as for the product they are cutting. It killed McLaughlin's "4 X" coffee; but it killed it only after thousands of retailers had been selling it for months without a profit. They had been conveying McLaughlin's "4 X" coffee to the public without charging the public anything for that conveying work. Which is mere madness—a frenzy spreading from one retailer to another—a circular insanity. It condemns itself at sight, and it explains why the mass of retailers are in favor of the one-price system—in order to protect themselves against themselves.

There's no use trying to think that it is prosperity for one section of the public to have another section doing something for it for nothing. That doesn't work.

Just as it is bad for the country to have its labor, or any part of its labor, constantly employed at less than a fair wage, so it is bad for it to have its business, or any part of its business, constantly transacted at less than a fair profit. It is unscientific in principle and demoralizing in result.

McLaughlin's "4 X" coffee disappeared in a landslide of anonymous bulk coffee. The jobbers said to the retailers: "Can you ever get the public back up to paying a reasonable price for '4 X'?" "We can not," said the retailers. "Now on this bulk coffee," said the jobbers, "you can charge a good price. You can charge what your customers ought to pay. There is no standard retail price for it. Suit yourself."

These killings and cripplings of standard products (which the ultimate consumer had bought with eagerness at the regular price) are a direct injury to the public. But the indirect injury is even more important. I call it indirect only because it does not come to the surface quite so soon. This indirect injury is the one that follows on every kind of "unfair competition" in any line of business. It is: One more force, one more artificial force, added to the movement leading toward concentration of capital, toward bigness, toward control by the few.

In the bosom of the second family or species of price-cutting, you will begin to see that force at work.

This second variety of price-cutting is "Vicarious" price-cutting. You cut the prices of well-known products, while you carefully do not cut the prices of many products which are not well known.

For instance, you offer to sell Kolynos tooth-paste at three tubes for forty-six cents. I've seen that particular price several times. A fraction more than fifteen cents a tube. The lowest wholesale price is fourteen and a quarter cents a tube. You are losing money. The public doesn't know that. But it knows that three tubes of Kolynos for forty-six cents is a bargain, and it perceives that you are a wonderful merchandiser.

You take this bargain, this tribute to your merchandising skill, and you place it in your page advertisement in the Sunday paper. Perhaps you place it next to your statements about the values of things which have no established known values—say, your new offerings in fur coats. That wouldn't be a bad idea. If you're a wonderful merchandizer on Kolynos, perhaps you're a wonderful merchandiser on fur coats. Not a bad idea at all. And it pays. The public does actually bite on it.

As for poor Jenkins, back in New Haven, pumping Kolynos into tubes, he's only the manufacturer. Let him yelp. He made Kolynos in order to throw a bargain rose-light on those fur coats.

One of the biggest New York department stores had a sale not long ago of Gillette razors at $1.95. Some more wonderful merchandising. Even with a special price from the manufacturer the store lost more than a dollar on every razor it sold. It might better (scientifically speaking) have given each customer one new silver dollar to persuade him not to buy a razor.

Is that really merchandising at all? Some day the primitive barbarousness of it will appear to us clearly, and we will look at it as we now look at the haggling in the market stalls of Cairo and Damascus.

The only reason for it, manifestly, is to get the consumer into the store and then sell him something else besides. It's not business. It's a guessing game. The wary customer tries to buy only bargains, and make his get-away. The still warier merchant knows that he won't be able to make his get-away without falling into some other purchase. And the size and pomp of the magnificent building in which the thing is done proves that the merchant is right.

The Supreme Court of Washington did not hesitate to take judicial notice of this fact. It said "It is a fallacy to assume that the price-cutter pockets the loss. The public makes it up on other purchases."

I will illustrate those "other purchases next month. At present I only say that a store has no right to shed a glow of borrowed glory on its own merchandising by setting fire to the businesses of standard-product manufacturers.

Recently the advertisement of a Chicago department store appeared in a Chicago newspaper. At the head of it

you will see an interesting statement about the Ingersoll watch. It is to be sold at sixty-five cents.

Farther down you will see that bargains are also offered in wash goods, in silkoline and in gloves. But whose wash goods? Whose silkoline? Whose gloves? I don't know. But these commodities are all said to have been reduced in price from certain higher levels and to be now selling at certain lower levels. That's good. Let it be so. I don't doubt it. But I don't know it straight off, of my own knowledge. I am unaware of the manufacturer and the brands. And I am unaware of the former prices.

How wise then to start off with the Ingersoll watch! The Ingersoll watch at 65c.! There's something to carry instant conviction to the thrifty breast. It will make trouble, of course, for the Ingersoll Company with every other retailer in town. People who paid a dollar for an Ingersoll watch at the store of X. Y. Jones, will go back to Jones and demand a refund of thirty-five cents. They will insult Jones earnestly. Jones will stutteringly but most truthfully try to explain that he himself had to pay the Ingersoll Company more than sixty-five cents in order to get the watch into his store to sell. It won't do any good. They won't believe him.

"Do you think," they will say, as they always say, "that the department stores do business at a loss?" They do not know that doing business at a loss is current approved practice.

In the meantime, the Ingersoll people themselves will be frantic. They will send employees of theirs to your sale to buy back as many of their own watches from you as they possibly can. They will do anything to stop that sale. Never mind. Laugh at them. They do deserve a laugh. Who built up the word "Ingersoll" so that it would inspire interest and confidence at the head of a column? They did. Who owns, in law, the reputation, the good-will, of the word "Ingersoll?" They do. Who's getting the benefit of it right now? You are.

So, by easy stages, you pass into the third form of price-cutting. This in "Incurable or Habitual" price-cutting. You no longer do it just because you got into a quarrel with some other retailer. You no longer do it just for a single sudden sale. You do it as a policy, a steady policy.

At this point the relation between price-cutting and the recent rapid and amazing concentration of capital in the retail business becomes clear enough for anybody.

To do "vicarious" price-cutting or "Habitual" price-cutting in a really statesmanlike and effective way, you must be big. You must be willing to lose money, if necessary, not only on a few articles but on whole classes of articles, or whole departments of your business. And you must convey the news of your bargains to the public by the pageful in a manner so conspicuous and so broadcast as to make an unrefillable dent in the public's mind. In other words, you must go in for losses and you must make these losses expensively and famously known.

But what is this? It is the familiar weapon of mere size against smaller competitors. It is not a competition in commodities. It is a competition in money.

I shall describe the concentration of capital in the retail field next month. The department store, drawing business away from the neighborhood store; the "chains" of special stores, with fifty stores, a hundred stores, several hundred stores, in one chain, under one management; the linking together of these chains; the appearance of chains not merely of special stores but of department stores; the growth of mail-order houses, distributing goods to all parts of the United States from one central city, doing a business — one of them alone—of about $100,000,000 a year.

I do not criticize this movement in itself and I do not criticize the men behind it. I do not attack them. I have been very unfortunate in my life. I have never met any villains. Quite to the contrary. My experience is that if any human institution is broadly thriving, whether it be the chain-store idea or the Socialist party, the men behind it, "on the whole," and "by and large," and "taking one consideration with another," are honest and sincere. If they weren't their consciences would ruin their stomachs, and they and their doings would cease. I have observed the human conscience, especially in its effect on the human stomach, and I have great confidence in its universality and its omnipotence.

I therefore do not question the morality of the concentration movement in the retail field. Nor do I question for that matter, its necessity. But, query: Would it have gone so far as it has if all the surrounding circumstances had been right? And would it keep on going so fast as it does if those surrounding circumstances were made right now?

But let that go over.

Here I have one final question to answer about the one-price system for standard products.

Suppose the Stevens bill, now in Congress, should pass. Suppose, by that means or by any other means, it were made possible for the manufacturer, in interstate commerce to readily bind the retailer to retail his product at one price. Might he not ask an "exorbitant" price?

Yes, he might.

Let the Public Determine Profits.

But he can ask an exorbitant price now. He has a perfect right, always has had, and always will have, to sell his product out of his factory to the retailer at any price he pleases. You can't take that away from him. Nobody can prevent you from selling your hat to your neighbor for a hundred dollars, if you can get it. Nobody can prevent the manufacturer of a safety razor from selling his razor, his own razor, to the retailer for a hundred dollars, if he can get it. The question here is not the manufacturer's profit at all. It is the retail profit. Shall the retail profit be demoralized and destroyed, with all of the injuries I have shown resulting to approved products and to the public's access to approved products?

They say that Mr. Gillette made a great deal of money out of the manufacture of his safety razor. What of it? I was not born with any moral right to own a Gillette razor. I didn't make it. Neither did you. Gillette made it. He gave the world something it had never had before—namely the Gillette razor. I have no idea whether it is a good razor or not. All I know is that it belonged to Gillette, every specimen of it, until he chose to sell it. And I stand for the right of every man, in a competitive market, to take what he has made and to sell it to the public at its worth to the public.

The public doesn't have to take it, if it doesn't want to in a competitive market.

I am for leaving maximum competitive profits to the public itself and not—the only other alternative—to the Government.

Those who think otherwise have a right to their thought. I respect it, profoundly. But I think they ought to think it all the way through to its end, and follow Comrade Hilquitt into a truly logical position, and put a picture of Karl Marx on the mantelpiece, and wear a little red card in their vest pocket. Then we would all know where we were.

After All, Gillette Made It.

In the meantime, if you are bothered by the idea that so many people should have been willing to pay five dollars for a Gillette razor, remember that Gillette did more than any other one man to make it possible for people to buy safety razors for less than five dollars.

Gillette always did have competition. Nobody ever had to buy a Gillette in order to shave himself in an odor of safety. But as soon as Gillette had got well started, there was more competition than ever, twice as much, ten times as much. To-day, with the Auto-Strop, the Durham Duplex, the Gem, the Star, the

(Continued on page 66.)

Some Things Paint Manufacturers Have Done

The Introduction of Ready-Mixed Paints Has Been the Chief Factor in Increasing the Demand for the Painter's Services—They Relieve the Painter of a Great Deal of Manual Labor.

By G. B. Heckel.

THE journeyman painter seldom has direct relations with the paint manufacturer, but the relations of modern society are so close and interdependent that none of us can possibly "live for himself alone." What one of us is or does intimately or remotely affects every member of society.

Lowell wrote:

"When a deed is done for Freedom, through the broad earth's aching breast
Runs a thrill of joy prophetic, trembling on from east to west."

Whether the deed be for freedom or for slavery, the effect is universal. Man is so constituted that he must labor either with hand or brain. Evolution has fixed this necessity in the fabric of our being, because the races and the peoples that did not have the instinct for work have perished from the face of the earth and left no descendants. But while the condition of our life is that to exist we must struggle, it is also a condition that no normal man can be happy while other men are struggling fruitlessly or with inadequate results.

It happens, therefore, quite naturally, that the rewards are for those who make work less burdensome, more effective and more significant.

This is rather a ponderous preamble to a review of the things done by paint manufacturers to ameliorate the labor of the man that wields the brush.

The paint manufacturer, in making these improvements, has doubtless been conscious only remotely of this consequence, but since all that is done affects all and since the rewards are for those that make things easier, better and cheaper, every real improvement in paint products has directly benefited the man that does the actual work.

I have endeavored to show, in my preceding article, that the advertising activity of paint manufacturers has benefited the painter by increasing the demand for paints. I shall now point out a few instances where such demand has been created, as it were, out of nothing.

The instances I shall cite are flat wall paints, enamels and ready-mixed paints —I cite them in the inverse order of their introduction.

The flat interior wall paint is the newest of paint products. As a working proposition it has been with us less than a decade. To-day, something like twenty thousand tons of lithopone are consumed annually in its production. It is made largely out of two materials, both of which were unknown to the father of the youngest journeyman painter—lithopone and China Wood Oil. It required about ten years of costly experiment to learn how to make a practical flatting vehicle out of Chinese oil and more than as much time to learn how to make a lithopone that would serve as a pigment.

The surfaces on the interior of a house are about as ten to one compared with the exterior, and the paint manufacturers have succeeded in convincing the American people that they want the interior painted, that it is the proper thing, the sanitary thing and the up-to-date thing to paint the interior. That idea, as it spreads, will mean more work for the painter, and it is worth remembering that it is a class of work that can be done in the winter as well as in the summer.

The accompanyiny article appeared in the April issue of The Painter and Decorator of Lafayette, Ind., the official journal of the Brotherhood of Painters, Decorators and Paper-hangers of America and should be particularly interesting to Canadian hardwaremen on account of recent discussions regarding the problem of getting painters interested in and using ready-mixed paints.

Is the result as satisfactory as the result obtained by the old method of washing the oil out of keg lead with turpentine? That depends upon the quality of the goods. With some grades the results are far superior. But the important point to remember is that it is an economical, convenient and expeditious method, and that therefore many people can afford it, while few could afford the old method. It lends itself to popularity, whereas nothing could have made the old method popular or common.

Who was first struck with the seemingly obvious idea that if pigments were ground in varnish instead of oil both could be applied in one operation, I do not know; but I do know that the man had the real instinct of progress. Progress is simply the process of making hard things easy and thus putting them within the reach of the many instead of the few. The invention of the power loom and the sewing machine enable us all to have decent clothing—clean shirts. The invention of the ready-made enamel put the costly but cleanly and luminous "colonial finish" into the cottage.

Do you remember how such a finish was built up only a few years ago? It was a paying job for the man who could do it and got it to do. Few, however, "got it to do," because none but the rich house owner could afford to pay for it Now, anyone can afford enameled bath-rooms and kitchens—I have them myself—and another line of distinction between rich and poor is obliterated. My bathroom is as wholesome and as pleasing to behold as "John D.'s" at a fraction of the cost. But for the ready-made enamel the painter that did the work would have been short one job at least; and my case is typical of thousands.

The third item I have selected is ready-mixed paint. I don't know how the journeymen feel about that product; but I know the feeling of the master painters, and if their attitude is any guide, there is feeling enough for a Laura Jean Libbey novel. Whatever may be the feeling, however, the question is worth reviewing, if only to confirm the objections. I think, however, that the opposition to prepared paints, where it exists on the part of painters, is mistaken. The use of paints is to-day almost universal—it is only about a quarter of what it should be; but it is nevertheless large. To-day country houses and farm buildings are generally painted, whereas half a century ago, the finish was generally that supplied by the sawmill.

People think paint to-day even more commonly than they use it. Now, something has also caused people to think of soap, biscuits and baking powder—the agency of advertising. Paint manufacturers advertise and thus make people think of paint in spite of themselves.

Anyone can use prepared paint if he has the time. He cannot use it to the best

(Continued on page 61.)

Current News of the Hardware Trade

Change of Address.

The Geo. H. Saywell Co., hardware brokers, of Winnipeg, have moved from 311 Hammond Block to 123 Bannatyne Ave., E., next to the Merrick-Anderson Company. Their office and warehouse is now combined.

S. J. Frame Opens Office.

S. J. Frame, for the past twenty-one years associated with Jenkins & Hardy, Toronto, has resigned, and will in future do business as trustee and assignee under his own name at 86 Adelaide Street E., Toronto.

War Maps of Mexico.

The Magnolia Metal Co., 113-115 Bank Street, New York, are issuing an interesting War Map of Mexico—14¾ in. x 11 in., which they will be pleased to send to readers of this paper free of charge upon application, while the supply lasts.

Sample Rooms at Toronto.

W. E. Bulmer, hardware importer, recently opened sample rooms at 32 Front Street W., Toronto, where he will carry samples of enamelware, aluminumware, cutlery, brass goods and other lines of hardware. Mr. Bulmer is well known among Canadian hardwaremen, having at various times represented McClary Manufacturing Co., Stranskey & Co., and Geo. Borgfeldt & Co.

New Head of Standard Chemical.

The entrance of further English interests into the Standard Chemical, Iron & Lumber Company, Limited, has resulted in the retirement of Lieut.-Col. A. G. Peuchen as president and the election of Mr. L. M. Wood, of the firm of J. & L. M. Wood. The company manufactures various wood chemicals. It has four factories in Ontario and two in Quebec, and refineries in Canada, England, Germany and France.

Move to Spacious Premises.

Salmon Arm, B.C.—Ford, Tyler & Co. have removed their stock to more spacious premises with plate glass windows and up-to-date fittings, having rented part of a new store where a grocery business is carried on. We also notice a good ad for the fishing department, viz: a large tin fish cut from a sheet of tin, painted and hung outside the store on a fishing rod, and suspended from a spool which with the faintest breeze makes the fish spin round, thereby catching the eye of everyone passing by. The innovation was evolved by a clerk in the employ of Mr. Tyler.

New Agency at Montreal.

The McLellan-Peters Co., a new firm of manufacturers' agents and importers, have opened offices at 305 Read Building, Montreal. They are representatives for the following lines: W. & F. Walker's, Ltd., Liverpool, Eng., liquid disinfectants and blockettes; Price Fire & Waterproofing Co., Poughkeepsie, N.Y., waterproofing for canvas and concrete; T. & R. Boote, Burslam, Eng., plain and ornamental tiles; Rollaway Screen Co., Burlington, Vt., fly screens; Phoenix Metal Tile Co., Brooklyn, N.Y., metal weather strip; I. X. L. structural steel paint; Ceresit Waterproofing Co., Chicago; and Cooper Oven Thermometer Co., Waterbury, Conn.

Sporting Goods Catalogue.

A new spring and summer sports catalogue for 1914 has just been issued by A. E. Bregent, St. Catherine street, East, Montreal. It is a well-illustrated book of 76 pages, exclusive of the covers, and should be of considerable assistance to the trade in ordering sporting goods. It contains illustrations and descriptions of practically everything in the line of baseball goods, tennis equipment, football, basket ball, punching bags, boxing gloves, bathing suits, hammocks, tents, canoes, bicycles, rifles, etc. Information is also included as to parcel post rates, transportation facilities, etc. Other catalogues issued by Mr. Bregent deal with uniforms, fire arms, and fall and winter sports.

Personals.

R. Bartram, of Steffens & Nolle, Ltd., has returned to Montreal after a three months' trip to the Pacific coast.

Harry R. Hale, of Godfrey S. Pelton & Son, Montreal, has returned from a trip through the Maritime provinces.

Among the visitors at Toronto during the week were A. E. Simons, Cannington, Ont.; Wm. Parrot, Collingwood; J. Knowles, Rosseau.

W. J. Sarvis, manager of the plumbing, heating and tinsmithing department of T. Young & Sons, Hanover, Ont., has been confined to his home with rheumatic trouble for the past six weeks.

Lawrence Webster Guild, of the Massachusetts Saw Works, Springfield, Mass., makers of Victor hack-saw blades, was in Montreal this week. It is understood that he will be stationed permanently in Montreal.

Among the buyers from out-of-town points to visit Montreal recently were E. Wodon, of Joliette; Aime Lemieux, of Henryville; Corriveau Freres, of St. Sebastian; J. B. Damon, of St. Philomene; A. Lacroix, of St. Lin, and J. Lapoint of St. Jovite, Que.

Clive Hatch, of the Martin Manufacturing Co., Whitby, Ont.; James R. Cuthbertson, of Canada Steel Goods Co., Ltd., Hamilton; Mr. Gaston, of Joseph Fenton & Sons, Sheffield, Eng.; Mr. Wells, of Heller Bros. & Co., Newark, N.J.; R. M. Harvey, of Wagner Mfg. Co., Sidney, O., were calling on the trade in Montreal this week.

Business Changes.

Moore Park, Man.:—Joseph Potvin, hardware, has sold out to J. Rutley.

Dorchester, Ont.—R. L. Hodgins, hardware, has sold out to Albert Abbott.

Darlington, Man.—Martin and Anderson, hardware and implements, have sold their hardware stock to J. F. Crosby.

Fire Losses.

Belleville, Ont.—The Walker Foundry Co., have suffered loss by fire.

Brantford, Ont.—The main plant of the Canada Glue Co. was destroyed by fire. Several of the outbuildings and the office were saved.

New Firms.

Keyes, Man.—G. R. Thair has opened a hardware store.

St. Celestin, Que.—Guilemette & Mathieu, etc., have registered.

Victoriaville, Que.—Lavigne & Luneau tinsmiths and plumbers, have registered.

BIG BUSINESS IN LITTLE THINGS

Merchants who overlook the possibilities afforded in the sale of small items, will probably be surprised to know that during the month of April the sales of the F. W. Woolworth Company amounted to $6,012,957, against $4,998,887 in April, 1913, an increase of $1,014,070, or 20.28 per cent., and from Jan. 1 to April 30, the sales were $19,611,562, against $17,931,537 in the corresponding period a year ago, an increase of $1,680,024, or 9.37 per cent. When it is considered that the bulk of the goods sold retailed at 5, 10 and 15 cents, it can be easily seen that big business can be secured out of little things.

SOME THINGS PAINT MANUFACTURERS HAVE DONE.

(Continued from page 59.)

advantage, but he can color surfaces with it if that is all he requires.

Now, the man that has the time and the inclination to do his own painting is exactly the man who would use no paint at all if he could not apply it himself. But he is by no means in the majority among those who have been taught to desire paint. The vast majority of those thus interested realize that to satisfy this desire they must employ a painter, and by far the larger proportion of these naturally leave to the painter the selection of materials.

I believe that anyone who will consider the matter without prejudice must realize that the introduction of ready mixed paints has been the chief factor in increasing the demand for the painters' services—just as the introduction of the sewing machine increased the demand for seamstresses.

The second thing to be said, from the painter's point of view, in favor of these products is that where he feels that he can profitably use them, they relieve him of a great deal of manual labor. Machinery, when properly used in the service of humanity, lifts the burden from the shoulders of toil. It places products within the reach of the many, increases demand and thus enlarges the field of occupation.

I am not now arguing as to the quality of prepared paints — there is a wide range in this respect — but for their serviceability on occasion. Every gallon of mixed paint sold increases the demand for painting and thus the demand for painters.

Let Mr. A. in a certain street, paint his house—with the poorest brand of "patent paint," if you choose, applied in the crudest way. No matter what the ultimate appearance of the job it looks good at the beginning and incidentally it makes the houses of Mr. A's neighbors, Messrs. B, C, D, E, F and G, look cheap and shabby, and immediately, if the "price" is forthcoming, the estimable wives of Messrs. B, C, etc., will see to it that their respective domiciles present as good a front as that of Mrs. A, who is "no better than" any one of them.

"So shines a good deed in a naughty world."

Thus we come back to our original proposition that the paint manufacturer, whether consciously or unconsciously, inevitably "plays the game" of the working painter, and plays it perforce incidentally, to the profit of all concerned —painter, manufacturer and consumer.

THE LATE J. R. WILSON.

James Reid Wilson, president and managing director of Thomas Robertson & Co., Ltd., Montreal, died May 11th at the Grand Hotel, London, England, of pneumonia.

A dispatch from London states that Mr. Wilson had been ill but four days, having caught a cold in Glasgow which developed with fatal rapidity. His wife and sister were with him at the end.

The body will be brought to Montreal on the Empress of Ireland.

The cabled news of Mr. Wilson's death was the cause of dismay among his business associates and the hundreds of friends in Montreal who had known him personally and in business life. His connection with many clubs and particularly with the General and Alexandra hospitals gave him a very large



The late J. R. Wilson.

acquaintance and made him generally known and popular.

Only in the last few days was it generally made known that the newest of his beneficiary plans, the construction of a $60,000 nurses' home at the Alexandra Hospital, was almost his last concern before he left Canada for England. Mr. Wilson, with characteristic energy, had supervised the plans for the new home, and was to have presented them to the directing board of the hospital on his return from England.

Born in Glasgow, Oct. 18, 1850, Mr. Wilson was the son of the late John Wilson, member for Govan in the House of Commons. His early education was sought in his native city, where he graduated from the high school. He completed his courses at St. Andrews College, and in 1871 came to Canada.

In Montreal, Mr. Wilson identified himself with the metal business soon after his arrival. He entered the firm of Thomas Robertson & Co., and within five years had advanced to complete charge of the business. Following the retirement, in the same year, of Thomas Robertson, then head of the firm, Mr. Wilson initiated the policy of growth which has distinguished his later career. From a comparatively small beginning, he built up his company to a leading position in the metal trade.

He was married in 1880 to Miss Hallott of Mobile, Alabama, and two sons and two daughters survive, as does also his wife. John Wilson a son and a director of the firm, is speeding on an ocean steamer in a vain attempt to reach his father before the last.

Mr. Wilson was president and managing director of Thomas Robertson & Co., Ltd., vice-president of the Dominion Coal Co., chairman of the Canadian Board of the Phoenix Assurance Co., Ltd., of London, Eng.; director of The Canadian Steel Foundries, The Dominion Steel Corporation, The Montreal Locomotive Works, Ltd., the Montreal Trust Co., the Wayagamack Pulp & Paper Co., Ltd., the E. A. Whitehead Co., etc.

Notwithstanding his many commercial engagements, Mr. Wilson devoted considerable of his time to hospital work. He was for many years intimately connected with the Montreal General Hospital, being for a considerable period chairman of the House Committee. When, a few years ago, the pressing need of an infectious diseases hospital was realized, he, with a group of other well-known Montreal business men, took an active part in the planning and building of the Alexandra Hospital, of which institution he was first vice-president and lately treasurer.

He took a great interest in art, and was an excellent judge of paintings. He was a member of the Council of the Montreal Art Association, and possessed a fine and noteworthy collection of paintings.

Mr. Wilson was also deeply interested in agriculture, and his farm at Lacolle, with its model dairy, barn, waterworks, etc., is one of the most up-to-date farms in the province, and is well stocked with pedigreed cattle, horses, etc.

He was a member of the Mount Royal, St. James, Forest and Stream, Royal Montreal Golf, Royal St. Lawrence Yacht Clubs, and the Royal Thames Yacht Club of London, England.

Wheeling Corrugating Co. Catalogue.

The Wheeling Corrugating Co., Wheeling, W. Va., has issued catalogue No. 313, consisting of 270 pages and featuring the metal products of the company. The catalogue is handsomely gotten up, and contains many half-tone illustrations showing metal ceilings, walls, stair wainscot, corners, moulding, etc.

Letters to the Editor

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld if desired, but name of writer must accompany correspondence as an evidence of good faith.

WEEKLY HALF-HOLIDAYS.

Editor Hardware and Metal:

Within the next few weeks travelers will again be bothered by the weekly half-holiday question. Has there been any organized effort by Retail Merchants' Association or Retail Hardware Association to arrange for a uniform half-holiday, or to publish a list for the convenience of travelers, showing the days on which the various towns and cities observe their weekly half-day closing.

Hardware Traveler.

We do not know of an organized effort having been made to arrange for a uniform half-holiday.. Hardware and Metal has for some years past published a list showing the dates on which half-holidays are observed by various towns and cities. The 1914 list will be published within the next week or two.—Editor.

* * *

MAIL ORDER PRICES.

Editor Hardware and Metal,

Dear Sir:—I am sending you a short list showing Eaton's and wholesale prices at Winnipeg and would ask you to publish same in your valuable paper. This should give the Retail Hardware Association food for thought:

Winnipeg Wholesale	*Eaton's.*
Hog Rings—	
65c doz. boxes	5c box
Pipe Wrenches, 8 in.—	
80c each	70c each
Pipe Wrenches, 14 in.—	
$1.20 each	$1.05 each
Pipe Wrenches, 18 in.—	
$1.60 each	$1.35 each
⅞ in. Line Snaps—	
$2.75 gross	22c doz.
Crow Bars —	
4½c lb.	4¾c lb.
Barb Wire, 80 rods—	
$2.25 spool	$2.30 spool

Western Hardwaremen.

* * *

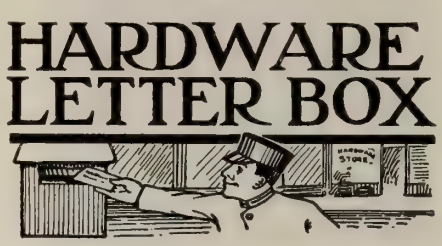
AGREES WITH WESTERNER.

Digby, N.S., May 6, 1914.

Editor Hardware and Metal,

Dear Sir:—Have just read the letter from the Western Hardwareman from Forgan, Sask., and wish to state that the writer heartily indorses all his sentiments. Not only have we to contend with the catalogue houses, but have the unfair competition of the wholesale houses or of some of them for they are not all alike. We have a case before us just now of a fisherman who wanted a piece of anchor chain and was quoted, by one of these so-called wholesalers, the same price that they would have sold us for. When you add such competition to that of the catalogue houses the path of the Retailer is bound to be thorny. If these wholesalers and catalogue people want to do business in all parts of the country they should, as the Westerner says, be made to pay taxes in the sections they are doing business. This is a bit long winded, but I am with Westerner, head, neck and heels and wished to say so. Thanking you for the perusal of the above, I am,

Hardwareman.



Lime Sulphur.

Geo. E. Roe, Elmvale, Ont.: "Please advise where I can procure lime sulphur for spraying purposes."

Lime sulphur may be procured from Grasselli Chemical Co., Hamilton, or Niagara Brand Spray Co., Burlington, Ont.—Editor.

* * *

Wire-bending Machine.

W. E. Yunker, Kingwood, Ont.: "Please advise where I can secure a hand wire-bending machine."

Machines can be secured from Brown-Boggs Co., Hamilton, Ont.—Editor.

* * *

Display Cases.

Dakin Bros., Digby, N.S.: "Will you please advise us where we can secure display frames like picture frames for showing and displaying tools, cutlery, etc."

John A. Kent, 261 King St. W., Toronto; Cameron & Campbell, Toronto; Walker Bin & Store Fixture Co., Berlin, Ont.—Editor.

Makers of Polishes.

D. Hall Sutherland, Canora, Sask.; "Please advise where I can secure Ronuk hospital liquid, and Cook & Boulton floor renewer."

Ronuk polishes are sold by Ronuk, Ltd., 53 Yonge St., Toronto. Cook & Boulton's renewer is sold by Cook & Boulton, 165 King St. W., Toronto.—Editor.

* * *

Great American Mower.

D. W. Stothart, Newcastle, N.B.: "Can you give me name of maker of Great American Lawn Mower?"

Supplee Biddle Hardware Co., 503 Market St., Philadelphia, Pa.—Editor.

* * *

Street Sweepers.

Clements & Co., Milton: "Can you give us name of firm handling horse-power street cleaning brooms?"

Mussens, Ltd., 155 Richmond St. W., Toronto.—Editor.

* * *

Graining Rubbers.

J. W. Wettlaufer, Bright, Ont.: "Kindly give me address of firm handling rubbers for graining, complete with handles."

Sanderson, Pearcy Co., Toronto; E. Harris Paint Co., King St., Toronto; Boech Bros., Toronto; Stewart & Wood, York St., Toronto.—Editor.

* * *

Lamada Percolator.

E. Boucher, St. Hyacinthe, Que.: "Please give me the name of manufacturer of the coffee percolator Lamada."

Can any of our readers supply this information?—Editor.

* * *

Algoma Empire Range.

Cunningham Hardware Co., New Westminster.: "Can you please advise who makes or carries in stock the No. 90 Algoma Empire range?"

Can any of our readers supply this information?—Editor.

Calgary, Alta.—The Excelsior Hardware Co. are opening a new store in the Excelsior Block, 404 8th St., E., Calgary. R. Chamberlain is manager. The firm will carry a full line of builders' hardware, tin and enamelware, stoves, etc.

New Goods Offered Canadian Hardwaremen

WHITE DOVE WASHER.

One of the new lines recently placed on the market is the White Dove hand washing machine, which is being offered to the Canadian trade by the White Dove Washer Co., Dept. B, Cobourg, Ont. The machine is claimed to be of simple and efficient construction. Power is obtained from a 25-lb. balance wheel which is underneath the tub and runs on ball-bearings, making the machine easy to operate. It is also said to be noiseless in running. The handle is fitted with a foot attachment. The tub is strongly constructed and is equipped with an attachment for holding a wringer. Another important feature is the ease with which the top cover of the machine can be lifted on account of the absence of any heavy mechanism attached to the cover. The best quality of material is said to be used in the construction of the machine, which is finished up in white enamel and gold bronze, thus giving it a very fine appearance.



White Dove Washer.

* * *

THE "CANUCK" BREAD MIXER.

A new bread mixer has just been completed by Messrs. E. T. Wright Co., Limited, of Hamilton, Canada. The "Canuck" (so named because it is a strictly Canadian product, is made in two sizes, one of four loaf and the other of eight loaf capacity. Half quantity, however, can be made in either machine.

The pail is made of heavy bright block tin plate, and the clamp, stirring rod, cross-bar and handle are of malleable iron, unbreakable, thoroughly coated with pure tin by efficient and up-to-date tinning processes. "Canuck" bread mixers are simply constructed, with a view towards saving time in adjusting, and for the purpose of allowing the operator to keep them in a perfectly clean condition with a minimum of trouble.



Canuck Mixer.

The mixing is accomplished in quicker time and much more thoroughly than by the old hand process. And the hands do not touch the dough at all—a great consideration in favor of absolute cleanliness.

It is claimed not only bread, but also cake, doughnuts, rolls, and anything raised with yeast, can be handled satisfactorily by the "Canuck."

Each machine is fully equipped with a clamp to fasten it to the table, and with a cover; and a booklet of detailed instructions for operating, containing a variety of excellent recipes, is also included.



Canuck Mixer.

GREYHOUND GLASS CUTTER.

The Millers Falls Co., 28 Warren St., New York, has placed a new glass cutter on the market called the greyhound glass cutter, No. 300.



Greyhound Glass-cutter.

The cutter has six wheels set in a revolving turret, clamped in place by a set screw. The frame is nickeled and the handle enameled. The cutters weigh ½ lb. per half-dozen, and are packed one in a card-board box.

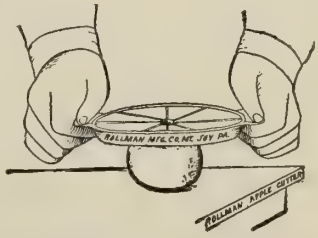
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ROLLMAN APPLE-CUTTER.

A novelty now being shown to the trade by Saunders & Wainwright, St. Nicholas Building, Montreal, is the Rollman apple-cutter. This device not only cuts the apple, but also digs out the core at the same time. It is claimed to be a very simple, durable and useful tool for general household use. It is especially adapted to preparing apples for baking, and may also be used to cut potatoes for "French fried." The cutter is here illustrated, and shows the apple cut into eight pieces. There is also another model of the same tool which cuts into twelfths. This is said to be a novelty that should meet with a good reception by the housewife who wishes to save time in preparing apples and potatoes.



Rollman Cutter.



Cutter in Operation.

Morinville, Alta.—Caron & Dupins have opened a hardware and grocery store.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

Business with the hardware jobbers continues fair. Paint manufacturers are busy. With the advent of warmer weather there should be a much better demand for spring and summer goods than exists at present. Collections are showing improvement. Conditions in the metal market have not shown much change. Toronto reports declines in quotations on glass and linseed oil. Changes have been made in list prices and discounts on some lines of machine and carriage bolts, etc.

MONTREAL.

MONTREAL, May 13.—Warmer weather has prevailed lately, and this has had the effect of assisting both the jobbers and retailers to move spring lines. Business has been generally satisfactory. There has been an unusual demand this season for small household goods, such as picture wire, curtain fixtures, etc., and it is stated by one jobber that more of these lines have been sold this spring than for many years past. Collections have shown some improvement lately, but there is still much to be desired in this regard.

Metals.

While the metal markets show a slight improvement, there is little to brag about in this connection. Tin, which has been weak recently, has been a little higher the past few days in the London market. Locally the price has been marked down from 42½-43 cents to 41 to 41½ cents. Antimony is unchanged, but the market shows a slightly firmer tone. The price quoted is $8.50. Spelter is still offered at $6. The St. Louis market is a little lower, but London quotations are unchanged. Copper is easier than last week, and New York quotations have dropped from $14.10 to $13.95. The local quotation is down 50 cents, and the price quoted in Montreal is now $16. Lead shows little change in the British market. There have been fractional flurries, and the quotations have advanced from £18 5s to £18 7s 6d. Locally the price has been advanced 25 cents to $5.25 per 100. Pig iron is unchanged.

Lead and Lead Waste Pipe.

There has been a better demand for both lead and lead waste pipe lately. The market is firm, and the quotations of 7½ and 9 cents a pound respectively, with discount of 7½ per cent., are still in effect.

Bar Iron.

The quotation on bar iron is now $2 to $2.05 base, Montreal. The market is a little firmer than at last report.

Rope, Twine, etc.

Business in rope, twine and kindred lines has been very good since navigation opened. There has been no deviation in the price, as previously quoted, and which are as follows:—Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 ft., 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Builders' Hardware.

There has been a fairly brisk and steady demand for all lines of builders' hardware, and with the amount of building work now going on there seems little likelihood of any reduction in the sales of these lines for some time to come. The heaviest sales have been in the cheaper forms of lock sets, but all kinds, except the most expensive, have been moving well.

Changes in Bolts and Nuts.

The list prices of a number of lines of bolts have been changed by the Canadian companies. It is thought that the competition of the American concerns who have been making a strong bid for business lately has been responsible, to some degree at least, for the changes. The lines affected and the new prices are:—

Carriage bolts ($1) list, ⅜-in. dia. and smaller, 70 per cent. off.

Carriage bolts ($1) list, 7-16, 60 per cent.

Machine bolts, ⅜-in. dia. and smaller, 70 and 5 per cent.

Machine bolts, 7-16-in. dia. and larger, 60 and 5 per cent.

Coach and lag screws, 75 and 5 per cent.

Nuts, square, 4½c off list.

Nuts, hexagon, 4¾c off list.

Garden Tools.

There has been a better demand lately for garden tools of all kinds, hose, sprinklers, etc. It is only within the last week or two that any gardening could be done owing to the very backward season. All spring lines have been moving better the last week or two.

Stoves and Ranges.

While stoves and ranges could hardly be called active at the present time, there is a good trade passing in gas ranges and in oil stoves and oil heaters.

Yachting and Motor Supplies.

The demand for yachting and motor boat supplies has started in quite briskly now, as the owners of these crafts are getting them overhauled for the coming season. A number of the retailers are now featuring these lines in their window displays.

TORONTO.

TORONTO, May 14.—During the early part of the week the weather was dull and unfavorable for good business. The result was that retailers noticed a falling-off in the demand for some lines of spring goods. With an improvement in weather conditions there will also be an improvement in business. Toronto Jobbers report that spring business is holding up well, and that they are busy. The principal price changes during the week were declines in the price of glass and linseed oil.

Metals.

The metal markets are in much the same condition as last week, with only a fair amount of business passing. An improvement is noticed in the demand for some lines of iron and steel. The following prices are being quoted at Toronto:—Tin, 35½c to 39c lb.; lead, $4.90 to $5 per 100 lbs.; copper, 15c to 16½c lb.; antimony, 8¾c to 9c lb.; zinc, 5½c to 6c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 24c to 26c lb.; pattern aluminum, 22c to 24c lb.; ingot aluminum, 19c to 20c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 22½c lb.; wire solder, 27c; tinkers' bar solder, 28c lb.; lead wool, 8c lb.

Bar Iron.

No change has taken place during the past week, and Toronto jobbers are quoting bar iron at $2 base, f.o.b., Toronto, and $1.90 base, f.o.b., factory.

Nails, Wire, etc.

Poultry netting and screen wire is selling in fair quantities at unchanged prices.

Wire nails are quoted at $2.10 base, while cut nails are quoted at $2.70 base. Barb wire is quoted at $2.43 per 100 lbs.

Building Materials.

A large number of buildings are now under way, and there is a very fair demand for building materials. Cement is in fair demand at prices shown in current quotations. Roofing felt, 7, 10, and 16-oz., is quoted at $2.10 per 100 lbs. Plain sheething is quoted at 35c per roll; resin-sized at 42 cents per roll; tarred paper at 43c per roll.

Old Materials.

The following prices are being paid, f.o.b., Toronto, on old materials:—

Tea lead, package.....2½c to 3½c lb.
„ „ chest .....3c to 4c lb.
Lead (heavy, pipe, etc.)....3c to 4c lb.
Brass, heavy .....8c to 9c lb.
Brass, light .....7c to 8c lb.
Zinc, heavy .....3c to 4c lb.
Copper, heavy .....10c to 11c lb.

Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c.; bicycle tires, 2c to 3c.

Quotations on Furs.

Toronto fur dealers are quoting the following prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

Stoves, Ranges, etc.

Stove manufacturers report that business in gas stoves, oil stoves and summer lines is very brisk, and that an improvement in business has been noticed during the past two weeks. One firm reports that during the past week they have booked orders for a large number of furnaces, and that the future outlook is brighter than it has been for some time past.

Rope, Twine, etc.

There are no new developments in the rope and twine market. Business is showing improvement, and the outlook is brighter than it was a few weeks ago. Toronto quotations are as follows:—

Best Pure Manila.....15c lb. base.
British Manila .....11c lb. base.
African Hemp .....11c lb. base.
Sisal Rope .....10½c base.
Lath Yarn Single ..... 9¾c lb.
Lath Yarn Double.....10¼c lb.

Other lines are shown in current market quotations.

Binder twine prices are:—650-ft. twine, 13½c lb.; 600-ft. twine, 11c lb.; 550-ft. twine, 9¾c lb.; 500-ft. twine, 9¼c lb.; ⅛c per lb. allowance on 5 tons and over; ¼c lb. allowance on 10 tons and over; delivery allowed on 300 lbs. and over.

WINNIPEG.

WINNIPEG, May 14.—Though the past week has been exceedingly busy for retailers, ordering for summer selling is somewhat quiet. Dealers are continuing their policy of securing little more than enough goods to meet the orders which they are sure will come.

The Clean Up, Paint Up week now finished has brought a great volume of buying. It is a little hard to tell just how large was the stimulus given trade, for the goods bought were of course of the class which regularly move rapidly at this period. It is certain, however, that the locl demand for garden tools, seed, paint, lawn-mowers, etc., was larger than expected, and word from the surrounding country indicates that there was a large demand in the smaller places.

Stocking Fencing.

While wholesalers report business quiet, there are some lines which are moving exceedingly well; one of these is fencing. The season has about arrived when farmers will be demanding these goods and stocks are being laid in.

There is also a good call for binder twine and for oils.

Builders' hardware lines are moving much better. Buildings which were started early in the spring are now nearing completion, and dealers are having an opportunity to sell the finishing hardware. In Winnipeg there are a large number of apartment blocks under construction, which will require much of this hardware.

Building is Proceeding.

The building permits for Winnipeg have so far in 1914 established a new record. It has been said that work upon many of the buildings, for which permits were taken out will not be commenced owing to continued tightness of the money market. The building inspector, however, does not think there is much in this rumor, claiming that a large percentage of the buildings for which permits were secured are already under construction, and that there is little reason to doubt that the majority of the work will be carried out.

Heating lines are moving quietly. The stove business has not shown any great improvement as yet. Furnace business, of course, depends very largely on the new buildings, and a number of new houses under construction promises well for this line.

Whether the Clean Up, Paint Up campaign is entirely responsible or not, the fact remains that a great many houses are being repainted this year. This work, added to the decoration of new dwellings, is expected to keep the painters busy all summer, and indications are that the year will be a good one for paints and painters' supplies.

Pelts Being Received.

No price changes have been noted. Credits are still being carefully watched and there is not much change to report in this connection. A number of pelts are being received from hardwaremen. this forming a medium of exchange which enables them to practically secure cash from a certain percentage of customers.

NEW CANADIAN PATENTS.

(Continued from page 56.)

No. 153,306.—Benedict Goldreyer, Ottawa, Ontario, Canada, 27th January, 1914; 6 years. Filed 10th December, 1913. Receipt No. 232,203.

Claim.—1. In a radiator, a section having independent compartments extending vertically thereof, each compartment having a partition extending longitudinally thereof to form looped passages and independent inlet and outlet openings through each of the compartments at the lower end thereof.

No. 153,358.—Robert Washburn, Harriston, Ontario, Canada, 27th January, 1914; 6 years. Filed 21st October, 1913. Receipt No. 230,227.

Claim.—1. In a window, the combination with the window frame provided with suitable guideways, of the upper and lower sashes and a third screen sash slidable between the aforesaid sashes.

2. In a window, the combination with the window frame provided with suitable guideways, of the upper and lower sashes and a third screen sash slidable between the aforesaid sashes and adapted when lowered to closely fit the adjacent side of the meeting rail of the upper sash and when raised the adjacent side of the meeting rail of the lower sash.

SATALOGUES AND BOOKLETS.

Chemically Correct Auto Accessories.

The Northwestern Chemical Co., Marietta, Ohio, has issued catalogue No. 14, describing the "Chemically Correct" line of automobile specialties, also the "Pioneer" line of hydrometers, battery-meters, brushes, etc. The catalogue consists of 44 pages, is attractively gotten up and well illustrated. Copies will be mailed on request.

TALKS OF A SELF-MADE MERCHANT TO HIS CLERKS.

(Continued from page 52.)

like. But look here, young man, do those books have anything in them about John A. Macdonald and Gladstone and Abe Lincoln and Thomas Edison?'

The books touched on modern celebrities luckily and I sold him a set. That deal was an education in itself to me. After that I didn't try to sell the books by talking about people my customers had never heard of before. I gave them a spiel on great men they knew something about—unless I ran up against a school teacher sort of customer with spectacles and that far-away look in the eyes that tells of an interest in Babylonic cuneiform, palimpsests and other useful studies. Then I used to trot out old Caesar and Ptolemy again and give them another airing.

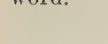
What I'm driving at is this. You must talk to customers in the most direct way you know how. Get your explanations clear in your customer's mind. If you are showing how to run a new kind of washing machine, tell it in the simplest way you can so that the customer will actually grasp the idea. When the explanation becomes clear to the buyer, the feasibility and the worth of the machine become apparent. 'Why, I see how it is,' the customer says, pleased at his own acuteness. 'Why, say, that ought to work fine.' Could you make a sale after the customer had reached that state of mind?

If you couldn't I would advise you to get out of the salesmanship game.

But upon the other hand, if you don't bring the other party to an understanding of how that machine works, he is left in a state of doubt. 'I guess it's alright,' is the most favorable mental attitude he can reach. And he is almost certain to add: 'I wonder if it would work as well as—' And there you are. All your explanation gone for naught.

Talk simply, directly, clearly. Don't use technical terms. Make your explanations short. When you have succeeded in 'getting it over,' quit. After that all that is left to do is to close the sale. To go on explaining it gives the prospect a chance to get away.

Follow that plan, boys, and you will be salesmen in the real sense of the word.



MAKING A STRONG PLEA FOR PRICE MAINTENANCE.

(Continued from page 58.)

Ever-Ready, the Cross, etc., you can buy safety razors at almost any price from the maximum of five dollars down to the minimum of twenty-five cents, or thrown in with a box of cigars.

Well, what's the answer? This:

With Gillette popularizing the safety-first-thing-in-the-morning idea, and sticking (as he did) to five dollars, the opportunity for other men to come along in and sell other razors at other prices was totally wide-open and totally irresistible.

What happened in that case has happened in every other case. The one-price system is a competitive system in every respect. It arose, as I have shown, out of an intense competition between manufacturers of individualized named articles, and it fosters that competition.

The Kellogg Corn Flakes Company is one of the most resolute one-price firms in this country. They do their best to make you pay ten cents, never more, never less, for every package of their corn flakes. Does that save them from competition? Not at all. Just the other way. Since they began manufacturing Corn Flakes, there have been more than a hundred competing brands of "corn flakes" put on the market. Some fifty of those brands exist to-day. You can buy them at various prices, down to as low as four cents a package. The competition at the source, the competition in the factory, gives the public a complete range in product and a complete range in price.

The fact is that when a manufacturer adopts one retail price and makes it known, he debars himself to a large extent from those price wars between manufacturers which have been death to competition.

The Ingersoll firm, now: Its one-price policy is not hidden. I sometimes wish I could read something else out of the window between New York and Washington. The dollar seems to have been invented luckily to provide the American people with a ready equivalent for the Ingersoll watch. The Ingersoll firm owns the dollar as much as George M. Cohan owns the flag. There is no doubt in your mind that the Ingersoll firm intends you to pay one dollar for its watch.

When they first offered a watch for a dollar, there were only two opinions about them. They had gone crazy. Or they were born feeble-minded. But they said "one dollar." And they also said "No more and no less."

I know of a watch which wholesales to retailers at $1.75. In some stores you buy it from the retailer at $2.75. In other stores you pay $7.00—$7.00! And in a third class of stores you pay either of those prices, or anything in between depending on how the retailer sizes you up.

I don't criticize that. It seems that some business has to be done that way.

But the Ingersoll firm thought—selfishly, I do not doubt—that it would be better for everybody concerned if they would sell their watch at one dollar to everybody, everywhere. You might be wise. You might be ignorant. You might be a child. You might be a drunken sailor. You might go for it in person. You might telephone for it. You might know the retailer. You might never have seen him before. It would make no difference. You would pay a dollar. You would never pay less than your neighbor. You would never pay more. All customers would get the same treatment.

At first there was no competition. Then the Ingersoll dollar-watch success evoked competition. A rival appeared.

What could the Ingersoll Company do? Start a price war? Go after this new rival, who was new to the dollar-watch business, and cut his ground from under him at the start by offering the old, well-known Ingersoll Yankee watch at seventy-five cents? And then, with the rival stunned and counted out, put the price back to a dollar?

They couldn't. They couldn't unless they were willing to ruin their whole one-price policy. They could go down, it is true. They could go down below a profit level and lose money, all they wanted to. The trouble would be in getting back again. Their price was known. They had caused it to be known—a uniform price, a universal price. If they went down to another price, that would be known, too, universally. The climb back, in the face of public knowledge, would be a climb of the most difficult possible sort. They preferred to stay where they were.

The old sell-below-cost-for-a-while plan of meeting and throttling new competition is in one world of business practice. The one-price system is in another, entirely.

There are many firms now making watches in the "dollar class." Many of these watches sell constantly at less than a dollar. The Ingersoll Company has no monopoly of its field. Nor has any other one-price firm that I have ever heard of.

I have shown the origin of the one-price system. I have shown its outcome. It was conceived in competition and it begets competition. Competition in quality. Competition in individuality. Every manufacturer putting his mark on his product. Every manufacturer naming his own price, competitively. Every manufacturer making a direct appeal to the public, competitively. No price-jockeying, no price-juggling, in the retail market to the confusion of the public and to the confusion of the only true competition that is possible in individualized named articles—competition between manufacturers.

(Continued on page 68.)

Easier and Quicker Sales

Everything in Nature follows the line of least resistance. The brook, with its many curves and turns, winds its way according to this law of Nature.

Martin-Senour 100% Pure Paint is the line of least resistance in paint selling—and after the first sale, the satisfaction received makes future sales a matter of order-taking.

Purity is the standard when buying White Lead, Zinc Oxide, Linseed Oil, or Turpentine, and purity is the standard of the great majority of people when buying paint.

It is easier — quicker — more profitable to sell 100% Pure Paint to preconvinced buyers than to argue half an hour about the efficiency of a paint that is not 100% Pure.

Investigate **A repeat order in every can** **Investigate**

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX



The Berry Brothers trade-mark protects you against selling inferior varnishes. It is your customer's assurance that you are selling him meritorious varnishes. Every can of Berry Brothers' Varnishes that goes over your counter adds to your reputation and means lasting satisfaction for your customer.

Back of this trade-mark is a reputation of over fifty years for high-grade varnishes. This reputation helps you to sell Berry Brothers' Varnishes.

You can push Berry Brothers' Varnishes, build up a trade on them with the assurance that it is permanent. It means that you are backed by the largest varnish makers in the world. The demand for Berry Brothers' Varnishes is sure, steady and reliable.

Sell Berry Brothers' Varnishes. Write us for more information.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858.

WALKERVILLE, ONTARIO

Weekly Market Report---Paints

MONTREAL.

MONTREAL, May 13.—The paint trade generally continues very good. The jobbers, with one accord, say business is splendid and in many cases the remark is made that it has never been better. The retailers also report that there has been an increased demand for all kinds of paints, varnishes, stains, brushes, etc. It is expected that this demand will continue strong until after the "Clean Up and Paint Up" week. One of the jobbers in speaking of the large amount of business being done in paints said it had been explained to him that many farmers were painting their old barns instead of building new ones. It is quite evident that more paint is being used this season than for some time past and dealers have a good chance of pointing out how a saving can be effected in brightening up the old buildings with a new coat of paint instead of undergoing the expense of putting up a new structure.

Linseed Oil.

The ruling prices on linseed oil in Montreal have not been changed since last report. There has been a good amount of business and the outlook is bright. Prices are given as follows:

Raw Linseed—
1 to 4 barrels ..... 60c per gal.
5 to 9 barrels ..... 59c per gal.
Boiled Linseed—
1 to 4 barrels ..... 63c per gal.
5 to 9 barrels ..... 62c per gal.

Turpentine.

There has been a scarcity of turpentine on the local market during the past few weeks and some of the jobbers have had to borrow from each other to keep up with their orders. A big shipment is now on its way here and it is possible that prices may be easier, though this is problematical. Quotations at present are:

1 barrel ..... 64c per gal.
5 barrels ..... 63c per gal.

Five-gallon packages, 5 cents advance; packages extra; terms net.

White Lead.

The quotations on white lead have not been changed since last report. The demand has been good, in common with kindred lines, and quotations remain at $8.05 per hundred for ton lots, and $8.25 for less than ton lots.

Glass and Putty.

The docks here are now getting pretty well filled with shipments of glass which are arriving right along from Europe. The prices have not undergone a change for some time and although the market is none too steady no change has taken place here. Putty is in good demand, in all sizes of packages.

Ready-Mixed Paints.

Sales of ready-mixed paints have increased steadily and there seems no reason to believe that the demand will not continue good for some time to come. The Clean Up and Paint Up campaign here is certainly having a good effect and the retailers are taking full advantage of the opportunity to get up attractive window trims and to link their stores up with the movement.

Gasoline.

Prices on gasoline are a little easier than last week. Business has been exceptionally good, in fact about all the dealers can handle. A great many orders are taken during the winter for shipment when navigation opens and just at present these orders are taxing the shippers to the utmost. Prices are now as follows:

Barrels, in wood ..... 23c gallon.
In steel and drums ..... 19½c "
Tank wagon (100 gals.).....19c "

TORONTO.

TORONTO, May 14.—The weather during the past week has been rather unfavorable for painting, and has affected paint sales to a certain extent. A good volume of business is passing but with the advent of better weather there will be a decided improvement in business. The chief features this week in the Toronto markets have been the declines in the prices of glass and linseed oil.

Decline in Glass Quotations.

There has been a decline in quotations on glass at Toronto. The new prices are shown in the accompanying panel and affect 16-oz. and 24-oz. sheet glass. Plate and fancy glass have also been reduced in price.

Decline in Linseed Oil.

In last week's report we stated price-cutting on linseed oil was evident; there has been considerable price-cutting of late and the result has been that the ruling quotations have been lowered 2 cents per gallon. Toronto quotations are now:—

Raw Linseed Oil—
Single barrels .....63c gallon.
3 to 5 barrels .....62c gallon.
6 to 9 barels .....61c gallon.
Boiled Linseed Oil—
Single barrels .....66c gallon.
3 to 5 barrels .....65c gallon.
6 to 9 barrels .....64c gallon.

Oil in less than barrel lots, 7 cents per gallon. Cans are charged at: 5-gal. cans, 50 cents each; 10-gal., 75c each.

Turpentine.

Reports from Savannah indicate that quotations are being well maintained, and as the receipts are not pressing and the demand good, the market is showing signs of strength. Resins are quiet, also pitch and tar.

Toronto quotations on pure turpentine are as follows:—

Single barrels .....65c per Imp. gal.
2 to 4 barrels .....64c per Imp. gal.
5 gallon lots .....72c per Imp. gal.

White Lead.

Quotations on white lead remain unchanged. Less than ton lots $8.40 per 100 lbs.; ton lots $8.20 per 100 lbs.

REDUCTION IN GLASS QUOTATIONS.

A reduction in the price of window glass for Toronto territory has been announced. The prices are now 20% discount of the $4.25 base for 16 oz. glass and 25% discount of the Double Diamond list for stock cases. Cut sized prices 40-10%. The prices on plate glass and fancy glass have also been subject to a reduction ranging from 5 to 10%. The new prices apply on all Ontario territory west of Port Hope to Fort William.

Gasoline and Benzine.

The demand for gasoline is becoming more active. Single barrels are quoted at 21½ cents per gallon; benzine is quoted at 20½ cents per gallon in single barrels.

On account of the weather being unfavorable for painting, the retailers have found that the demand has been rather backward. The majority, however, are quite optimistic and expect a big improvement in the demand as soon as warmer and more favorable weather sets in. Retail merchants should make the best of the dull days in hunting up prospects or laying plans for a rich harvest of paint sales as soon as weather conditions improve.

MAKING A STRONG PLEA FOR PRICE MAINTENANCE.

(Continued from page 66.)

I submit that every competitive manufacturer of such articles should be permitted by federal law to bind his retailers against price-cutting. I submit that such a law, spurring competition, is more desirable than any number of laws bitting and bridling monopoly.

The Profit Side of the Ledger

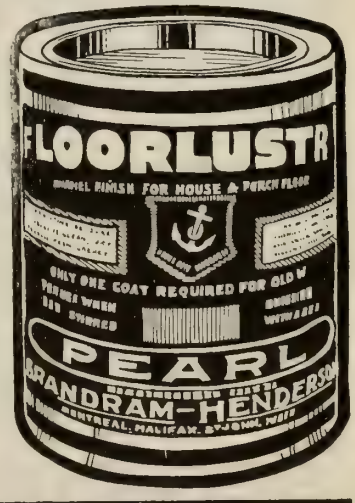


The goods that bring up the profit side of the ledger so that you take pleasure in footing up the columns are the goods you have faith in; goods you can tell your customers to use, feeling certain you are giving them the best advice.

You cannot find a better trade-builder in this class than

FLOORLUSTRE

It has qualities that strongly commend it to the user—a practical merit that makes itself felt to every man who puts it to the test of actual use. The first sale of Floorlustre is never the last. In almost every household there are floors that need treatment, and as Floorlustre is one of the most beautiful and durable of floor enamels, and at the same time one of the easiest to apply, you can see what an opportunity Floorlustre offers to the enterprising dealer.



The enduring successes have been goods of sterling merit, and it is the sterling merit of Floorlustre that makes it so safe and profitable an article to handle.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $12.00 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50
Bench Axes, Samson.		
No. 2, doz., net		9 00
No. 3, doz., net		9 30
No. 4, doz., net		10 25
No. 5, doz., net		11 50
No. 6, doz., net		12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3, Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 20½c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS.

	Lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb.	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz.	4 00
Without rim, 18x28, doz.	4 50
Without rim, 20x30, doz.	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash).

	Per doz.
Glass, doz.	3 50
Enameled, doz., net	3 50
Pony	$1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)	3 50
Western King (Enamel)	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

	Per yard.
40 inches, 7 oz.	0 05¼
40 inches, 8 oz.	0 05½
40 inches, 10 oz.	0 06¾

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz.	2 70
2 gal. jacketted, per doz.	3 60
3 gal. jacketted, per doz.	4 20
5 gal. jacketted, per doz.	4 80
10 gal. jacketted, per doz.	8 40

CEMENT AND FIREBRICK.

Portland, per bbl., Delivered		1 63
Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b.		1 55
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, American, low	23 00	25 00
Fire brick, American, high	27 50	31 00
Fire clay (Scotch), net ton		5 50
Fire clay (American), net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., per lb.	0 05
25 lb. tins, per doz., per lb.	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls)	0 17
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.		2 50
Malleable adjustable, 4 in.		7 60
Carpenters, 3 feet		3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto. Per 100 lbs.
Casting ingot	$16 50	$15 50
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6 and No. 7, lb.	0 31½
No. 8, No. 9, No. 10, No. 12	0 31

CRATES.

Humpty-Dumpty, egg, doz 3 75

(CANADA) PLATES.

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo	D. Crown	Corbals
18x24x52	4 45	4 45	4 60
60	4 70	4 70	4 85
20x28x30	8 90	8 90	9 20
20x28x80	9 40	9 40	9 70

M. L. S. Famous (equal Bradley).

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin	9 40

Are You Doing A Good, Profitable Paint Business?

If not, you should find out the reason why. Perhaps you are not handling a profitable line, or perhaps it is a line that does not satisfy your customers. If so, you should make a change.

Jamieson's Pure Prepared Paints

allow you a good profit, and the absolute purity makes satisfied customers and brings repeat orders.

These are the two important points that build up a profitable paint business.

R. C. Jamieson & Company, Limited

Owning and Operating P. D. Dods & Co., Ltd.

Established 1858

MONTREAL **VANCOUVER**



Model 14

BEST VALUE IN EXPORT CYCLES MADE

BRITISH STANDARD CYCLES

Cheapest and Best Value on Earth

£ 2-0-0 Net with Tyres Guaranteed 6 Months
11-1-6 Net Less Tyres F.o.r.

This marvellous line is the outcome of 18 years' cycle-building experience.

SPECIFICATION.—Frames from 22 to 26 ins., sloping or parallel tops; cranked and bridged stays; 5-pin steel chain wheel; British ball free wheel; two roller brakes; plated rims; 4-wire saddle; steel guards, front extended; one coat rust-preventative enamel; four coats brilliant black enamel, lined two colours; solid centre pedals; steering lock fitted; own transfer fixed, or ours.

Extras to Model No. 14 @ £2 with Tyres. Only Sold Fitted to Cycles and Not Separately.

2-speed Hub	12/-	12 Months' Guaranteed Tyres...	5/-
2-speed Coaster Hub	21/-	Dunlop or Palmer Tyres.....	16/-
Eadie Coaster Hub	6/-	Ladies' Cycles	3/6

Packing and Cases, 12/- per case of 6 cycles. C.I.F. Quotations on Application.

TERMS—One-third cash with Indent, balance payable in exchange for Document at Port of Discharge or through British Merchants.

Write for our up-to-date List of all Accessories for the Trade. Our PRICES and QUALITY will astonish you.

A. SPENCER, **6, Fisher Street, Gosta Green** **BIRMINGHAM, Eng.**

Teles. and Cables: "Spencerian, Birmingham." A B.C., 5th Edition. **(Late Coleshill Street),** **ESTABLISHED 19 YEARS.**

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.



SPRAY POTATOES

WITH

The COLLINS Improved Automatic Sprayer

Adapted for spraying Potatoes, Fruits, Flowers, Vegetables, Cattle, Fly Oils.

Made of the best materials throughout.

Ask your jobber, or write us.

We are **Spray Pump Specialists,** making different kinds.

THE COLLINS MANUFACTURING CO.

TORONTO, ONT.

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes).
XX, 14x56, 50 sheet (boxes).
XX, 14x65, 50 sheet (boxes).

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
72x30 up to 26 gauge, case lots 8 75
Less than case, 25c per 100 lbs. extra.

CLEVISES. 7½c per lb.
CROWBARS. 4½c per lb.

D

DOORS, SCREEN. Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style.. 8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.
Yarmouth Double Filled.
29-inch, 7 oz. 0 17¾
29-inch, 8 oz. 0 19½
29-inch, 10 oz. 0 24½
29-inch, 12 oz. 0 29½
Standard Single Filled.
29-inch, 6 oz. 0 12½
29-inch, 7 oz. 0 14
29-inch, 8 oz. 0 15½
29-inch, 9 oz. 0 17½
29-inch, 10 oz. 0 19½
29-inch, 12 oz. 0 23¼
29-inch, 15 oz. 0 32

E

EAVETROUGHS.
10 inch, in 10 ft. lengths.... 3 30
12 inch, in 10 ft. lengths 3 88
15 inch, in 10 ft. lengths.... 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.00.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS. Per cent.
Disston's 75
Great Western American.. 75
Kearney and Foot, Arcade. 75
J. Barton Smith Eagle 75
McClellan Globe 75
Black Diamond 66
Delta Files 65
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (Eng. list) 35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.
Dana Freezers, Crank Only.
1 quart, each 1 70
2 quart, each 2 00
3 quart, each 2 20
4 quart, each 2 65
6 quart, each 3 35
8 quart, each 4 30
10 quart, each 5 80
12 quart, each 6 65
16 quart, each 9 35
Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.
20 quart, each 12 80
25 quart, each 16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 21½c gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb...	0 16¼	0 17¾
250-lb. casks, lb..	0 16½	0 18
100-lb. drums, lb.	0 17½	0 19
50-lb. drums, lb..	0 17½	0 19
25-lb. drums, lb..	0 17¾	0 19¼
1-lb. pack., lb.. .	0 19¾	0 21¼
½-lb. pack., lb. .	0 21¾	0 23¼
1-lb. tins, lb.....	0 20¾	0 22¼
½-lb. tins, lb.....	....	0 24¼

HOYLES PARIS GREEN.
Petroleum Barrels, per lb. 0 14¼
Arsenic Kegs, per lb..... 0 14½
50 lb. and 100 lb Drums, per lb. 0 15½
25-lb. Drums, per lb..... 0 15¾
1-lb. Papers, per lb..... 0 17½
1-lb. Tins, per lb. 0 18½
Terms:—Net Cash 30 days. F.O.B. Montreal.

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).
Jute Rope, ⅜-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ⅝-in., per gross 13 50
Leather, 1-in., per doz..... 4 00
Leather, 1½-in., per doz.. 5 20
Web 2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1.....	$13 13
Samson shingle, No. 2.....	14 20
Samson claw, No. 1.....	15 10
Samson claw, No. 2.....	15 70

HAMMERS.
Tack, iron, doz. $0 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
Adze hickory handle, lb.... 6 25
Adze straight claw, 1 lb., doz. 7 00
Farriers hammers, 10 oz., doz. 5 50
Tinners setting, ½ lb., doz. 4 50
Machinists, ½ lb., doz..... 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over 0 06
Sledge, Napping, up to 2 lbs. 0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs.. 4 00
Over 12 in., per 100 lbs.. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9 00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges. 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.
Competition ..... 70 5 p.c.
Corrugated, ½ in., ft.... 0 13½
Corrugated, ¾ in., ft.... 0 16
500 ft. coils extra, 5 per cent.

HANGERS, BARN & PARLOR.
Richards Wilcox No. 021
B.D. Trolley, pr. 0 80
Richards Wilcox No. 117
P.D. Hanger, full set ... 4 (5

Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered.. 5 25	6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 90
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin-angers, 5 per cent.
Steel track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.
HOES. Grub, 3½-lb., $4.00 doz.

HOOKS (CONDUCTOR).
Never-slip, 2 in., 1½ lbs., per doz. net $0 30
Never-slip, 3 in., 3 lbs., per doz. net 0 45
Never-slip, 4 in., 4 lbs., per doz. net 0 60
Never-slip, 5 in., 5½ lbs., per doz. net 0 80
Hinged, 2 in., 2½ lbs., per doz. net 0 50
Hinged, 3 in., 3 lbs., per doz. net 0 65
Hinged, 4 in., 5 lbs., per doz. net 0 90
Hinged, 5 in., 6 lbs., per doz. net 1 10

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel..	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel ...	0 15	0 15
Shoe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 08
High speed	0 65	0 65
Capital tool steel..	0 50	....
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel..	0 06½	....
Silver tool steel...	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch ..	....	0 06½
1 7-16 to 3 inch....	....	0 65

Montreal, 35 and Toronto, 30.

IRONS (SAD).
Mrs. Potts, No. 55, polished, per set 0 78
Mrs. Potts, No. 50, nickel-plated, per set 0 88
Mrs. Potts, handles, japanned, per gross 9 00
Sad Irons, common, plain. 5 00
Sad Irons, common, plated. 5 50
Asbestos, per set 1 50
Princess Electric, each ... 3 00
Gasoline Sad Iron, each .. 3 50

L

LADDERS, ETC.
(Step Ladders.)
Shelf-lock ..... 12c ft.
Ontario ..... 16c ft.
Faultless ..... 25c ft.
Extra Heavy ..... 28c ft.
Hercules ..... 23c ft.
Decorator .....18c and 20c ft.
Chair Ladders, each $2 00

(Roped Extension.)

20 ft. $3 00	42 ft. ....$	7 95
22 ft. 3 30	44 ft.	8 36
24 ft. 3 60	46 ft.	8 74
26 ft. 3 90	48 ft.	9 12
28 ft. 4 20	50 ft.	9 50
30 ft. 4 50	52 ft.	11 44
32 ft. 4 80	54 ft.	11 88
34 ft. 5 78	56 ft.	12 32
36 ft. 6 12	58 ft.	12 76
38 ft. 6 46	60 ft.	13 20
40 ft. 6 80		

(Common Extension.)

20 ft., each		$2	00
22		2	86
24		3	12
26		3	38
28		3	64
30		3	90
32		4	16
34		5	10
36		5	40
38		5	70
40		6	90
44		7	48

(Common Single.)

8 ft., each	$0	80
10 ft., each	1	00
12 ft., each	1	20
14 ft., each	1	54
16 ft., each	1	76
18 ft., each	1	96
20 ft., each	2	40
22 ft., each	2	64
Chair ladders, each	2	00
Common, plain	5	00
Shelf-lock .....12c ft.		
Extra Heavy .....25c ft.		
26 ft. .... 3 90 48 ft.	9	12
30	3	90

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

LANTERNS.
Trulite, doz. 7 00
Beacon, doz. 7 00
Wrightlight, doz. 7 00
No. 2 or 4, plain cold blast, doz. 7 00
Short globe pattern, doz... 7 00
Japanned cold blast, doz... 7 50
Brass, well japanned, doz.. 9 25
All brass, doz. 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LATHS (METAL).
26-gauge, painted metal lath, per sq. yd. 0 10
24-gauge, painted metal lath, per sq. yd. 0 13
23-gauge, painted metal lath, per sq. yd. 0 15
24-gauge, galv. metal lath. per sq. yd. 0 17
23-gauge, galv. metal lath, per sq. yd. 0 19

LEAD. Montreal Toronto
Domestic (Trail), 100 lbs. 5 00 4 90
Imported pig, per 100 lbs. ..... 5 00 ....
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets. 3 lb. sq. ft.. 6 75 6 75
Sheets. 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lb. sq. ft 6 50 6 50
Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb extra.

LINES, PLOUGH.
Russia snap, per gross.... 33 00
Indian snap, per gross 27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

M

MACHINES (WASHING).
New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 78 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3 85 00
20 per cent. discount.

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

ALEX. McARTHUR & CO., LTD.,

82 McGILL STREET
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED **S** BRAND WINDOW GLASS

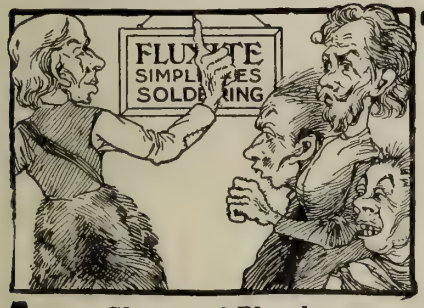


GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

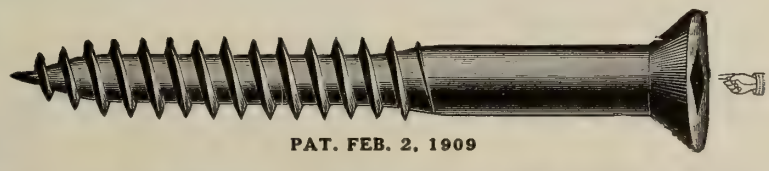
It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 in., per doz. 2 40
Caulking, No. 8, oak, per doz. 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

MANGLES.

Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.

Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.

Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
American Lady, doz. 12 00

MOWERS (LAWN).

Mop sticks, doz. 1 10
Cast head mops, doz..... 1 35
Crescent, doz. 1 50
Tarbox self-wringing, doz. 3 15
Crank wringing, doz..... 4 75

Extra Cloths.

Tarbox, doz. 1 35
Challenge, doz. 2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.10 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75%.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.$3 00
½-in. x 22 ga. x 18-in., roll. 4 30
½-in. x 22 ga. x 24-in., roll. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll.. 1 50
1 in. x 20 ga. x 18-in., roll.. 2 10
1 in. x 20 ga. x 24-in., roll.. 2 70
1 in. x 20 ga. x 30-in., roll.. 3 25
1 in. x 20 ga. x 36-in., roll.. 3 80
1 in. x 20 ga. x 48-in., roll.. 5 10
Poultry netting staples, 55 p.c.

O

OAKUM.

Best (American), per 100 lbs. 7 75
U. S. Navy (American), per 100 lbs. 7 25
Plumbers (spun), per 100-lb. bales 3 50

OIL.

Can. prime white petrol	....	0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch. 0 09
Heavy, 8 ends to 1-inch. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll 0 62
Tarred Fibre, No. 2, 400 ft., roll 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Plain Surprise, per roll.... 0 42
Resin sized Fibre, per roll 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt..... 2 60
Tarred wool roofing felt, cwt. 2 00
Pitch, Boston of Sydney, 100 lbs. 0 85
Pitch, Scotch, per 100 lbs. 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl.... 4 50
Refined coal tar, per bbl. 5 00
Shingle Varnish, per bbl. 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

PAPER. Per 100 lbs.

Oiled waterproof building paper, 600 sq. ft. roll... 1 00

400 sq. ft. roll

O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing..... 0 42
Tarred fibre No. 1 ..... 0 62
Tarred fibre No. 2 ..... 0 43
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40

Per 100 lbs.

Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60

PITCH.

Pine, per bbl., f.o.b. Toronto 4 50

PIPE.

Stove, 6 in., $8.50; 7 in., $9 per 100 lengths; elbows, 6 in., $1.40; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch ..	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

Lapweld.

2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.
Lead waste pipe, 9c; 7½ per cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths.... 3 45
3 inch, in 10 foot lengths.... 4 20
4 inch, in 10 foot lengths.... 5 53
5 inch, in 10 foot lengths.... 7 60
6 inch, in 10 foot lengths.... 9 25

POLISH. Doz.

O-Cedar, 4-oz. bottles..... 2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 18 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-oz. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste 6 60
Axoline brass cleaner, 100 in pkge. 6 50

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Selected full count. Per case.

5 gross, 4-in. (loose) $0 80
5 gross, 4½-in. (loose) 0 90
5 gross, 5-in. (loose) 1 00
4 gross, 4-in. (12 pwgs. of 4 doz. each) 0 80
6 gross, 4-in. (12 pkgs. of each) 1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
Spring clothes pins, per box 1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.

Holloware, 40% discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask" Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs..	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PICKS (CLAY).

5 to 6 lbs., doz..... 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz..... 4 75
8 lbs., doz. 5 00

PLUGS (METAL).

Painted wall plugs, per 1,000 .....$20 00
Galv. wall plugs, per 1,000 23 00

R

RAZORS.

Per doz.

Boker's ..... 7 50 to 11 00
Boker's King Cutter. 13 20 14 65
Henckel's 7 50 20 00
Gillette Safety, each..... 3 75
Star Safety Razor, 33½ per cent.
Edelweiss 16 00
Ever-Ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REFRIGERATORS.

Sanderson-Harold, 40 per cent
Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.) $2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 10

Per roll

2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll.....$ 1 45
Samson 2-ply, roll..... 1 90
Samson 3-ply, roll..... 2 30
Amatite roofing, per sq.... 2 70
Tarred 210 roofing felt,
Tarred roofing felt, cwt..... 2 10

ROPE.

Pure Manila base $0 15
British Manila base 0 11
African Hemp base 0 11
Sisal base 0 10½
Double lath yarn 0 10¼
Single lath yarn 0 09¾
Russia deep sea line ... 0 20
Russia tarred bolt rope.. 0 17½
Russia tarred ratline ... 0 16
Jute rope 0 11
Cotton rope 3-16 in. and larger 0 25

Sisal Clothes Line.

3-ply, 30 ft. 0 45
3-ply, 40 ft. 0 60
3-ply, 48 ft. 0 72
3-ply, 60 ft. 0 90
3-ply, 72 ft. 1 08
3-ply, 100 ft. 1 50
6-ply, 40 ft. 0 95
6-ply, 48 ft. 1 15
6-ply, 60 ft 1 45
6-ply, 72 ft. 1 75
6-ply, 100 ft. 2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.;

Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb., platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

SCREWS.

Per cent.

Wood, F.H., bright, 85. 10, 7½, 10, 10 per cent.
Wood, R.H., bright, 80. 10, 7½, 10, 10 per cent.
O.H. bright, 80, 10, 7½, 10 p.c. 10 per cent. off list.

Wood, F.H., brass.	75 10	7½	10
Wood, R.H., brass.	70 10	7½	10
Wood, F.H., bronze	70 10	5	10
Wood, R.H., bronze	65 10	5	10
Drive screws	65 10	5	10

Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

It's easy enough to talk, but action makes the proof. The offer reprinted below has appeared in Hardware & Metal, Canadian Hardware Journal, and The Painter and Decorator. Besides, it has been widely distributed by us in printed form. Yet there has been no response—no one has taken it up. The offer is still open—if there's a wall finish on the market that will compare with Muresco, here's the chance to prove it.

PROOF MURESCO

Offer has no takers

The Offer

MURESCO, "for Twenty Years the Leading Wall Finish," Accepts Challenge. $100.00 Forfeit. We understand that certain Kalsomine manufacturers are making the statement that their Kalsomine will cover more surface, pound for pound, and cover it better than MURESCO. If by buying a quantity of their goods and MURESCO on the open market and having two master painters—who may be selected by both parties—test them out, they can prove above statement, we will pay $100.00 to Sick Children's Hospital.

BENJAMIN MOORE & CO., LTD., 6 Lloyd Street West, Toronto

NEW YORK CHICAGO CLEVELAND CARTERET, N.J.

Do you sell it?

Stephens PURE PAINT

Are you in line for big paint profits in 1914? Have you made sure of a prosperous paint year by stocking

"SILKSTONE"

(COPYRIGHT)

the smooth as silk—hard as stone, flat wall color.

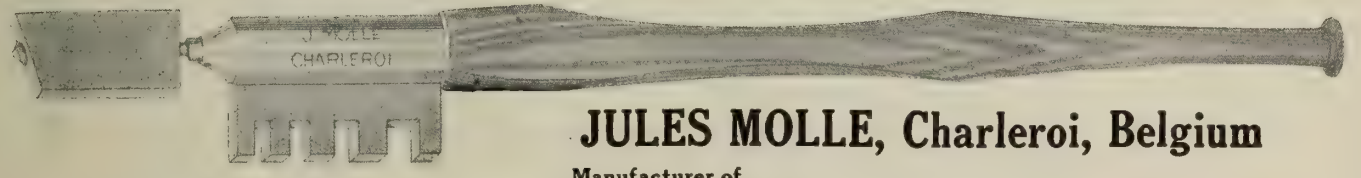
It means profit and good-will to you, to be a Silkstone Dealer.

Ask us about it now.

G. F. STEPHENS & CO., Limited

WINNIPEG, CANADA Branch at Calgary, Alta.

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

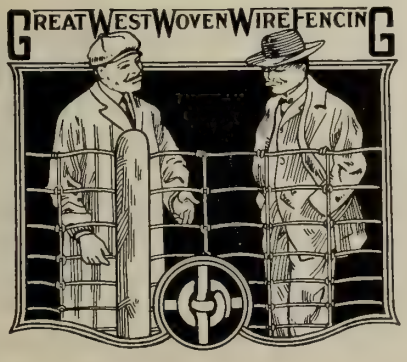
Manufacturer of

Glaziers' Patent Diamond (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

Also Sole Canadian Agents for National Belgian Glass Co.

Saint-Roch-Auvelais, Belgium



DEALER

This Lock, Mr. Farmer, is the one used in our "Great West" Fencing

You might possibly get some cheaper fence than ours, but you will look in vain for any better.

Our Fences are made in the West, designed especially for the Western trade, and we guarantee every Rod as to strength and durability.

It is the "Standard Fence" of our "Great West."

Write for our illustrated catalogue and price list.

THE GREAT WEST WIRE FENCE CO., LIMITED

WINNIPEG, MAN.

Calgary Office
Care REYNOLDS & JACKSON.
Box 2063

Edmonton Office
Care RACE, HUNT & GIDDY.
Corner Fifth & Columbia Ave.

SKATES AND HOCKEY STICKS.

Roller, No. 12, 85c pair.
Roller, No. 2280, 42c pair.
Ball Bearing, $1.60 pair.
Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Tinker's bar, ...	0 28	
Wire solder, lb.	0 25½	0 27
Bar, half-and-half, guaranteed	0 24½	0 24

WIPING SOLDER.

Acme	0 19½	
Easy	0 20½	
Star Extra	0 22¼	

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.

Foreign, per 100 lbs.. 6 00 5 50

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

T

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 85; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 55 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails in in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.

Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea.. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 4 90
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.

Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TIN.

	Montreal	Toronto
Tin, per lb. ..42½ to 43		35½

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse).

	Doz.
Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each. $1 50	14 ft., each. $4 20
8 ft., each. 2 00	16 ft., each. 4 80
10 ft., each. 2 50	18 ft., each. 5 40
12 ft., each. 3 00	20 ft., each. 6 00

TWINE (Binder).

650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ⅛c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply..	0 24¼
Wrapping cotton, 4-ply..	0 26¾
Mattress, No. 64	0 45
Mattress, No. 73	0 55
Mattress, No. 84	0 60
Upholsterers' twine, No. 64	0 30

TUBES.

Boiler Tubes.

100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2.....	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

TIES (METAL).

Galv. wall ties, per 1.000....$5 00
Painted wall ties, per 1.000. 5 00

V

VALVES, ETC.

Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.

White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33½ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c

WARE, TIN, PIECED.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS.

Can, wrought iron, 45 per cent

WASTE.

(See Paint Markets)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 15
Sectional, ½ lb., per 100 lbs. 2 35
Solid, 3 to 30 lbs., per 100.. 1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.

High carbon, No. 9, $2.40 in cars.

FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks. 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.

From stock f.ob. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 38c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS IRON

Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb 2 42½
Galvanized, plain twist .. 2 95
Car lots and less.
F.O.B., Montreal and Toronto.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Less 20 per cent.

MOP WRINGERS.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

WHEELBARROWS.

Navvy, steel wheel, doz...	21 20
Garden, steel wheel, doz..	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 in.	0 95
Tubular steel lumbermans, 44 inches	0 95

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square.....	6 75
24 gauge, per square.....	5 50
26 gauge, per square.....	4 25
28 gauge, per square.....	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20 ..	3 95	3 75	3 95
22-24 ..	4 15	3 95	4 15
26 ..	4 40	4 20	4 40
28 ..	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



5753 IRON

3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS

3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

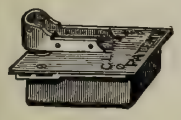


5355 IRON

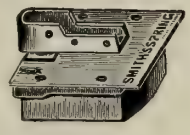
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS

4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
26/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

A Novel Feature of the

MAXWELL
"Favorite" Churn



—and one which has made it popular wherever used — is the

BOW LEVER

No other churn has this lever. Handle can be adjusted to centre, left or right, whichever is desired, or is easiest for driving. The frame is of light rigid steel with bolted trunnions, and the barrel of best imported oak with aluminum hoops. Swings on roller bearings and is exceptionally easy-running and durable. A splendid seller.

Send for Illustrated Catalogue of the "easy-to-push" Maxwell lines.

MAXWELLS LIMITED, St. Mary's, Ont.

Do You Want More Money?

OF course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from $5 to $20 a week, according to the time given.

IF YOU ARE NOT AFRAID OF WORK you can make $5 a week, giving 3 hours a week to taking subscriptions to

MacLean's Magazine

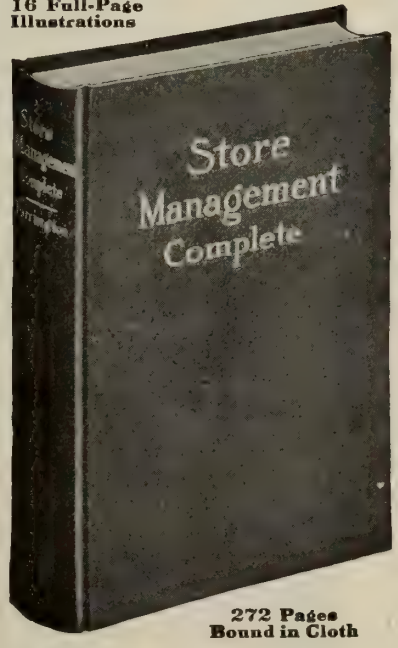
We supply you with all you need to take subscriptions except the determination. We allow a definite, liberal commission on both new and renewal subscriptions.

THE coming months are the most pleasant in the year for the work. If you write at once we can appoint you as our local representative.

MACLEAN PUBLISHING CO., LTD.
143-149 UNIVERSITY AVENUE, TORONTO

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**THE STORE POLICY**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6.00 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.00.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3.00 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1....$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb
Raw Umber, 100 lb. kegs..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k.	0 06
Indian red, 100 lb. kegs...	0 10
Indian red, No. 1, 100 lb. k.	0 06
Vermilion, 100 lb. kegs....	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs..	0 03½
White ochre, 100 lb. kegs..	0 04
Yellow ochre, barrels	0 01½
Yellow ochre, 100 lb. kegs.	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16
Combs, graining set	0 75

COMBS.

Graining, in sets, set 0 65

DRIERS.

Patent 25 lb. tins 8c lb.; patent 1 lb. tins 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros.' Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal...	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake.	0 10 0 13
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	11½
CL	0 12
C	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$ 4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

5 per cent. for city delivery, 20 per cent. on out-of-town shipments, f.o.b. cars.

MONTREAL QUOTATIONS.

Size United Ins.	Star. Country	City
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

GLASS, PLATE.

Country discount, 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec.

City discount 33 1-3, 7½ p.c.

Freight equalized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotation for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal	Toronto
	Per 100 lbs.	
Elephant, Genuine ...	8 75	8 90
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pu.	8 25	8 40
Crown and Anchor, pure	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..		8 50
Purity C.O. Co.'s, Ltd.		7 00
Ramsay's Pure Lead.	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	....	9 50
Decorators Pure (Winnipeg)		8 80
Stephens' H. P. P. (Winnipeg)		8 30

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 63
3 to 5 bbls.....	0 59	0 62
6 to 9 bbls.....	0 58	0 61

LINSEED, BOILED.

Single bbls.	0 63	0 64
3 to 5 bbls.....	0 62	0 65
6 to 9 bbls.....	0 61	0 66

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per Gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle...	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint Winnipeg	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel 2 50

PARIS WHITE.

In bbs. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks.....	2 30	2 40
Bulk, 100-lb. drums..2 50		2 60
Bulk, 50-lb. drums...		2 55
Bulk, 25-lb. drums .. 2 60		2 70
Bladders, in bbls. ... 2 80		2 90

Pure Putty, 70c hd. advance

5-lb. tins 2c advance over 25-lb. iron price.

1 and 2-lb. tins, 2½c advance over 25-lb. iron price.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans $2.10.

Mar-Not	2 70
Cumoff	2 10

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal.	Toronto
5 gal.	0 72½	0 72
Pure, single bbls....	0 67½	0 65
2 to 4 bbls.....	0 66½	0 64

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Excello	2 00
Mar-not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size Japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Bakeing black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan, ...	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts, gross	9 60
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 75
No. 1 orange shellac varnish, bbls.	1 60

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge	0 45
½ gal. package, per pkge	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

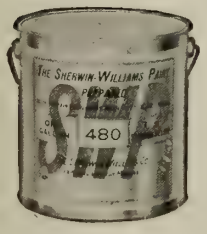
Extra Red Seal, V.M.	0 07¼

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾

PEOPLE CAN'T GET AWAY FROM IT—

they are continually confronted by S-W Advertising. The result is—people buy more S-W products every year, because they are continually becoming more familiar with S-W quality.





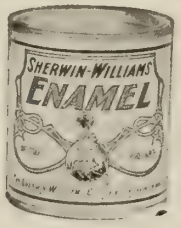




There is a Sherwin-Williams Finish for every purpose.



The "Cover-the-Earth" is the best known paint-trade-mark in the world.



















Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½c per lb.; clip horn, 12½c;

AXES.
H. B., 1-lb., $6.25 per doz.; 1⅝-lb., $6.65; 2-lb., $6.90; 2½lb., $7.50; 2¾-lb., $7.75; 3-lb., $7.90; 4-lb., $8.00; H. B. Handled Axes, 2-lb., $8.00; 2½-lb., $9.50; 3-lb., 3½-lb. and 4-lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28.00 per doz.; 7¾ to 9-lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard double, 60 and 10 p.c. off the list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 per cent.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $6.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Galvanized
Half gal., dome top..	$2 10	$3 04
One gal., dome top..	2 55	3 42
Two gal., dome top..	3 97	4 55
Three gal., dome top.	5 10	7 35
Five gal., dome top..	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith½ in., round shank, 55 per cent.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in., $3.10; 1¼, $3.10; 1 in., $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22. Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

GALVANIZED PIPE.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ocher, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 75	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish, bbls.	2 00	
Pure orange shellac varnish, bbl	1 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary and Edmonton.

WHITE LEAD.
Ground in oil, $8.35 to $8.85 per 100 lbs., in 25-lb. irons; some houses are quoting grades as high as $9.15.

LINSEED OIL.
Raw, per gal., 68c; boiled, per gal., 68c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper. No. 8, 32c; 10, 35c; 12, 37c; copper burrs. No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90. Winnipeg. Galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

HARVEST TOOLS
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28, I.C	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

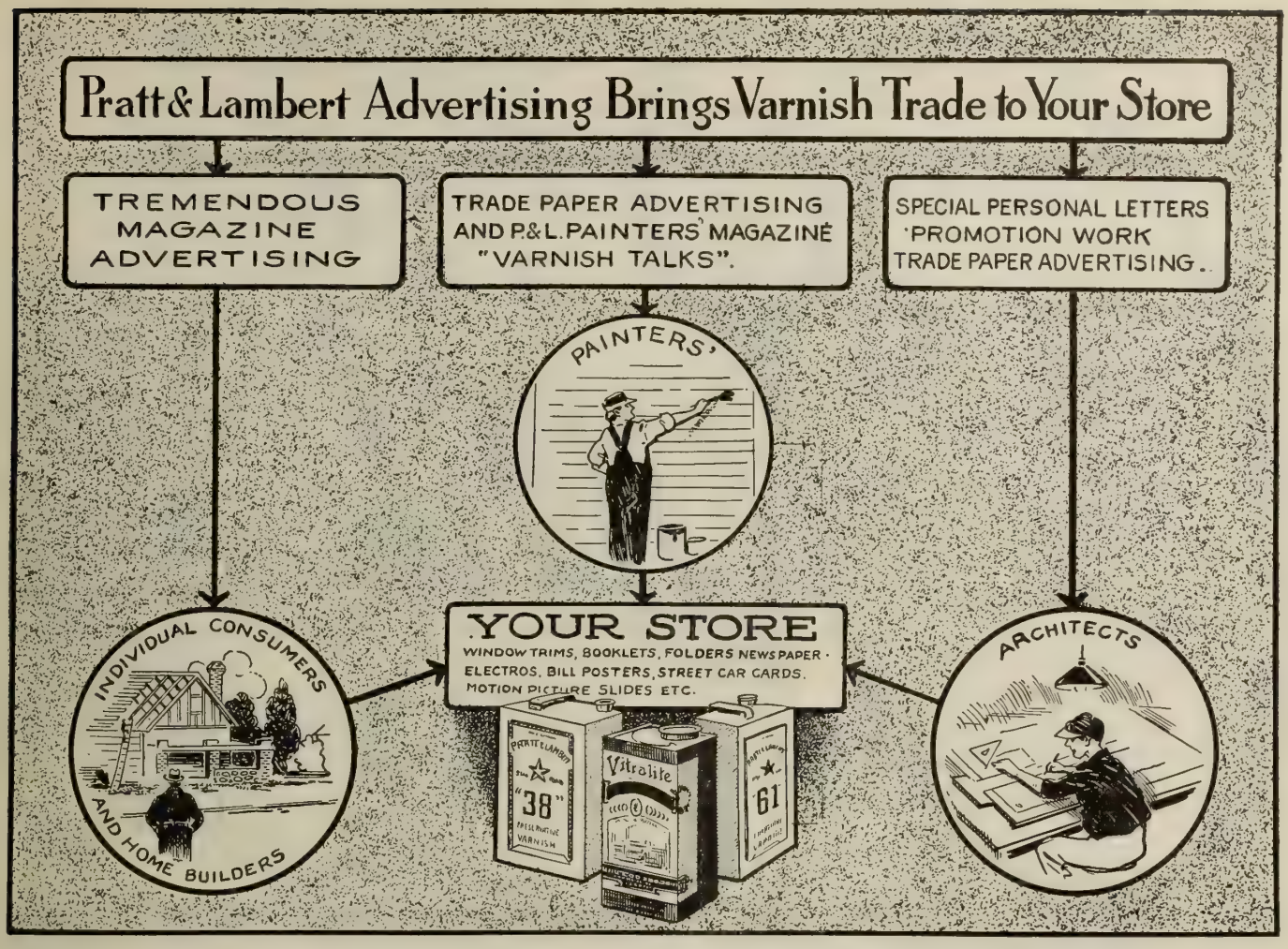
WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.O.B.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2-point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg $2.60.

WIRE CLOTH.
Patented Screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.



PRATT & LAMBERT advertising and sales promotion brings the varnish buying public into your store. Pratt & Lambert not only supply varnishes of the highest quality, but create a big, steady, profitable trade on those varnishes for you. Pratt & Lambert national magazine advertising is the great general national selling force which reaches all those who can afford to buy high grade varnishes.

Home-builders are reached through the Direct Letter and Booklet Campaign; painters through *Varnish Talks*, the practical P. & L. Painters' Magazine; architects and contractors by means of personal letters on specific jobs, personal calls, costly sample panels and helpful literature, furnished gratis, specifications in the architectural specification reference books and advertisements in the architectural papers.

The desire to buy Pratt & Lambert Varnishes created by all this advertising is diverted to your store by attractive colored Aqua-Types of the same designs appearing in the great national magazines, as well as other attractive store and window display matter, framed panels, printed matter, newspaper electros, bill-posters, motion picture show slides, etc.

Get *your* share of this business in *your* town.

Write for the Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

The Popularity of Your Store

depends mostly on the Stock you carry. Talking of **paint,** there's no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paint and Varnishes have been made right and have proved their ability to **stay** right. Color and quality are fixed.

Ramsay's Complete line "**is**" complete and that's the line of paint for you to carry if you would make yours the most popular paint store in town.

Ramsay's Paint



A. Ramsay & Son Co.
Montreal
Paint Makers Since '42

USE **"MAPLE LEAF"** BRANDS

LINSEED OILS

Our Guarantee of absolute purity goes with every shipment

If your jobber does not handle them write direct to our nearest Mill

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
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The Canada Linseed Oil Mills Limited

Mills at Montreal and Toronto



A GOOD MECHANIC IS PARTICULAR

He likes good tools—tools he can rely upon, year in and year out, and this is the reason why the good men all prefer.

STAR BLADES

Star Hack Saw Blades have proved themselves. They are known in the shops and are always in demand. This means business for you, **IF** you carry Star Brand.

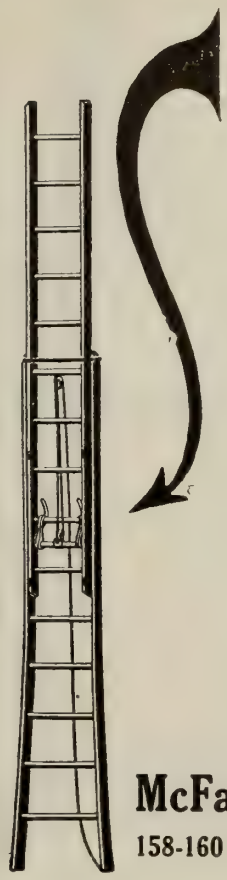
Easy sales, good profits and no "comebacks;" those are the things that make the Star such a satisfactory blade to the dealer.

Your customers want "STARS." It would pay you to supply them; also many other unusual things shown in our **New Dealers'** Catalogue, a copy of which we shall be glad to send on request.



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MILLERS FALLS,



Safety First

(OUR MOTTO)

The most reliable extension ladder offered to the trade to-day. Made of clear yellow pine with hardwood rungs. Reinforced with wire let into a groove on the back of the ladder. One of the principal features of our ladder is the heavy malleable iron castings bolted on the sides which have given satisfaction for years. Stock sizes 20 to 40 ft.

Write for catalogue and prices for step ladders, bake boards, skirt boards, curtain stretchers and other woodenware.

McFarlane Ladder Works

158-160 River Street, TORONTO, ONT.

BROOMS

OF QUALITY

Try our

BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

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Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keenness of edge.

SCHRAMBERGER UHRFEDERNFABRIK,

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Manufacturers of Safety Blades

SCHRAMBERG WURTEMBERG GERMANY

Metallic Nickel

SHOT,
BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

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Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

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The original and only Genuine Preparation for cleaning Cutlery.

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FERRONA PIG IRON

and SIEMENS-MARTIN

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Install **GIPE-HAZARD CARRIERS**—use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, isn't it? ¶Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes. ¶**Send for our new Catalog G.**

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HERCULES

SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

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HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

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TRADE C.J. MARK

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Manufacturers of

Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

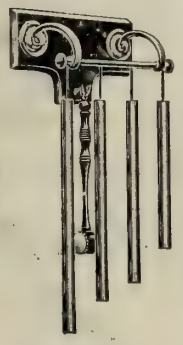
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Old Standard Eagle, Pyramid and Globe

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Are Recognized Everywhere AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown. Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc.
Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

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81 FULTON STREET
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A Demonstration Makes a Sale



MAXIM SILENCER

The Maxim Silencer has aroused more interest and received more publicity than any other invention in the firearms field for years. This insures numerous and steadily-growing sales to the dealer who sells it—and makes known to his customers the fact that he sells it.

We help you sell and demonstrate the Maxim Silencer in your store. We furnish you, without charge, with a striking store sign, folders, and other helps. And we advertise persistently in sporting and outing papers, farm journals and other publications which reach rifle owners in city and country.

You can sell a Silencer with every rifle bought in your store—in addition to selling present rifle owners in your territory. Every sale means an **extra** profit.

Ask your jobber; or write to us for full particulars, prices and discounts.

Maxim Silencer Co., 104 Huyshope Ave.
Hartford, Conn.

Casco **"Certain-teed"** Roofing.
Sankote Brand Roofing.

Canadian Supply and Contracting Co.

Limited
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TRADE **CASCO** MARK
WEATHERPROOF PRODUCTS

Structural Waterproofing — Engineers and Contractors

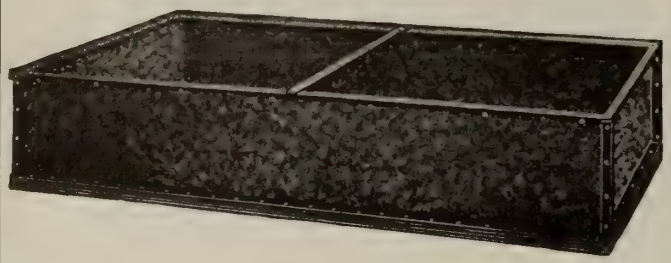
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Prices and samples on request. We carry a large stock and can make immediate shipments.

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GALVANIZED STEEL TANKS

WAYNE GALVANIZED STEEL TANKS for stock watering are far superior to the old-time wooden tanks.



WAYNE TANKS will stand the roughest usage. Will not dry up and leak in summer or freeze and burst in winter. Always easy to move wherever the supply of water may be.

THERE IS GOOD MONEY in it for you to handle the WAYNE line.

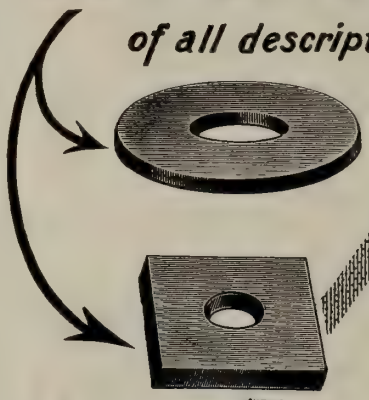
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WOODSTOCK **ONTARIO**
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Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

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Saves Oil, Time and Labor

A trial always makes a steady user.

Easy Profit because Easily Sold

No matter in what position the can may be held, the oil is entirely controlled by the operator. Not a drop of oil need be wasted. Oil is forced out by simply pressing on the plunger. The flow of oil ceases the instant the pressure on the plunger stops.

Oiling can be done in one-half the time and with less effort.

The "Cannon" is giving satisfaction to thousands of users.

Drop a card for particulars.

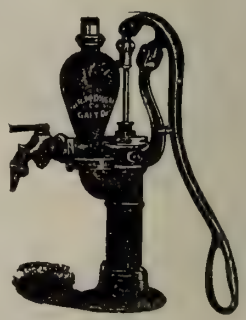


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More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
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Efficiency in Business a Matter of Health?

Do you believe in the nationalization of Medicine, so that each person has regular medical attendance?

The proposition is made by a well-known medical practitioner in the June MacLean's Magazine, to nationalize Medicine in Canada. In this article he proposes to have a state system whereby every man, woman and child will have regular medical inspection at a nominal fee. The human body will be thus under the supervision of experts and all defects detected at once, and many later troubles avoided by the regulative and curative processes employed at the time.

The whole suggestion is of such importance that it will be of interest to every person in Canada, and Canadians generally will applaud the enterprise that produces so strong a magazine as MacLean's.

The illustrations are made especially for MacLean's. Each article in the issue has been the selection of a competent staff of editors. Besides this one on the physical side of life there will appear a second efficiency article by Mr. Shepard, of the Emerson School on Efficiency in Business, which is a top-notcher. It means much to every business manager.

Other articles equally entertaining and thoroughly novel are treated by leading writers. The short story features, the special art features, and the Review departments are unusually good. The cover design is another of Coburn's, who has made such a hit with Canadian admirers.

Here are some of the other articles that appear in this issue:

A Week-end Visit to Rideau Hall.
Bungalows—of Many Types.
Boss Bowser.
Donald Brian—Canadian Actor.
Carson—As He Is.
Swiss Guides in the Rockies.
A Maker of Germany.

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LAW

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Few, however, have the time to read the many and complicated volumes of the country's laws and statutes, and for the benefit of the hustling business men a concise and understandable book has been prepared. It gives all the necessary laws and information regarding merchandising, including the renting of a store, buying property, collecting debts, etc. This book, the

Digest of Canadian Mercantile Laws

is a ready reference, a valuable guide in daily business, and is saving many dollars.

No work published in Canada equals it for business men.

A veritable consulting library on this one line so universally needed.

Based on Dominion and Provincial Statutes and Court Decisions.

Indorsed by barristers, sheriffs, magistrates and conveyancers.

Recommended by the Ontario Institute of Chartered Accountants.

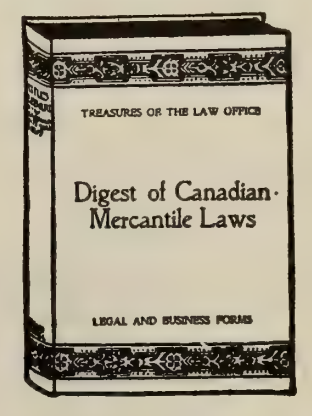
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Special Western Edition, $2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price $2.50.



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Twelve Medals of Award at INTERNATIONAL Expositions.



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Atlanta, 1895

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We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

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GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"



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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.



No. 1902. Brass.
No. 130. Tinned.
3 sizes.

"HENDRYX"

A WORD FOR QUALITY

PARROT CAGES

The season is on for parrots. For the next three months young parrots are in great demand. The "HENDRYX" cage has never been equaled. Every wire being riveted to each rail affords positive security for keeping the birds.

THE ANDREW B. HENDRYX CO.
NEW HAVEN, CONN.



No. 1914. Brass.
No. 85. Tinned.
6 sizes.

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

SPARK PLUGS that Canadian Dealers will find very profitable

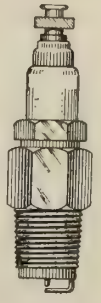


AJAX SPARK PLUGS

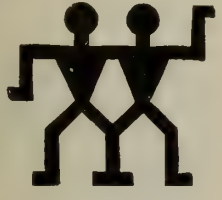
A standard form of Spark Plug construction, using conical type porcelains and best mica insulation. We have made the same goods in the same way for years, and have not found it necessary to change. The sparking points are non-corrosive, and will not disintegrate with heat.

SPECIAL LONG PLUGS
of most improved type

These styles should be carried by all dealers, as they satisfy an increasing demand for certain makes of engines. For Special ½-inch Plugs have an extra long body, admitting of ready wrench manipulation.
Just try these plugs. They'll speak so loudly for themselves that you'll order more.

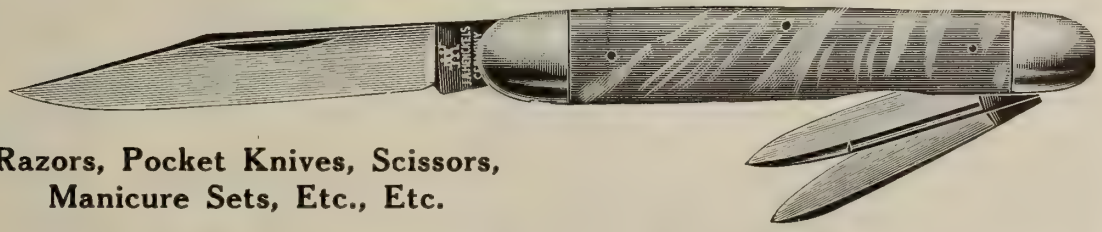


STAR SPECIALTY MFG. CO., 227 West Erie Street, Chicago, U.S.A.



Henckels TWIN-WORKS Cutlery

for those who want quality goods.



**Razors, Pocket Knives, Scissors,
Manicure Sets, Etc., Etc.**

Sole Agents for Canada: F.W. Lamplough & Co., Unity Bldg., Montreal

Most Up-to-date Hardware Stores Sell
H. Boker & Co.'s "TREE" Brand Cutlery



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

Ask Your Jobber to Show You the "Tree" Brand Lines.

PEASE ECONOMY FURNACES

Write to-day for Catalogue and Prices.

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg. Hamilton, Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

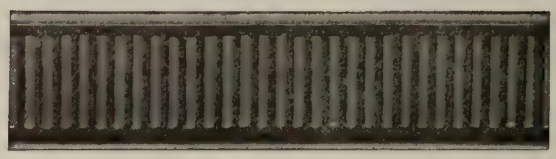
ACME

"DOUBLEDGE" Box Strapping

A New One and a Good One

DOUBLE EDGE

Prevents Tearing
Protects Nail Heads
Double Strength
Easy to Handle



CROSS RIBS

Pierced Easily by Nails
Self-Measuring
Nails Will Not Slip
Help Tighten Strap on Case

ACME STEEL GOODS CO., 2834 Archer Ave., Chicago, Ill., U.S.A.

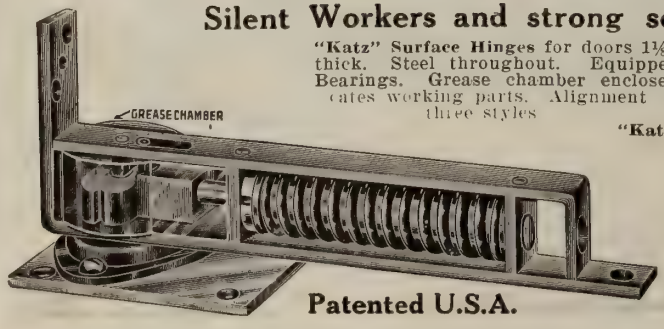
For Full Particulars write J. E. BEAUCHAMP & CO., 133 Coristine Bldg., MONTREAL, Canadian Representatives

"KATZ" Hinges



Silent Workers and strong sellers

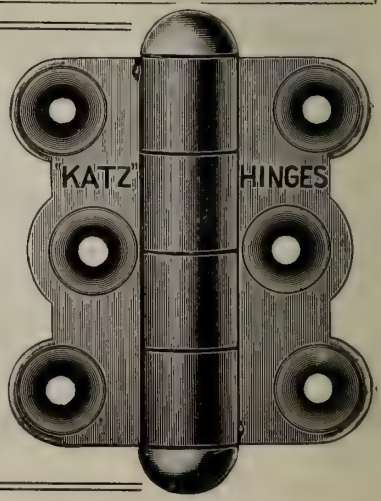
"Katz" Surface Hinges for doors 1⅛ in. to 1¾ in. thick. Steel throughout. Equipped with Ball Bearings. Grease chamber enclosed and lubricates working parts. Alignment guaranteed to hold. Made in three styles



Patented U.S.A.

"Katz" Screen Door Hinges made of wrought steel and equipped with springs completely concealed in steel axle. Made in all regular finishes, and in 3 styles.
Send for catalog No. 9.

Lawson Mfg. Co.
215 W. Huron St., Chicago



"KANT SCRATCH" FLY SWATTER



is a durable piece of workmanship. From the rigid metal handle to the swatter cloth, it is put together to give long service.

Its flexibility insures wear, and the felt protection to the swatter cloth protects the furniture or curtains against mar or the ripping of threads. It is 15 inches long, 5 inches wide. The handle is ¼-inch flat plated steel. Standard wire cloth is used. The felt is sewed on in such a way that it is sure to stay.

The "Kant Scratch" at 10c is a sure seller.

Packed one dozen in a highly attractive, eye-catching box.

Felt protects the Furniture etc.

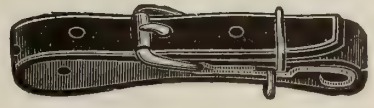
Handle is easy to grip

Andrews

Wire Works of Canada, Ltd.

Watford, Ontario

The Handy Hame Strap



To show is to sell

Made of oak-tanned Belting Leather. It's twice as strong as the ordinary harness leather strap and it looks it.

Special hook fastens on to the hame and prevents wear and slipping at this point—Made also in the regular sewed style.

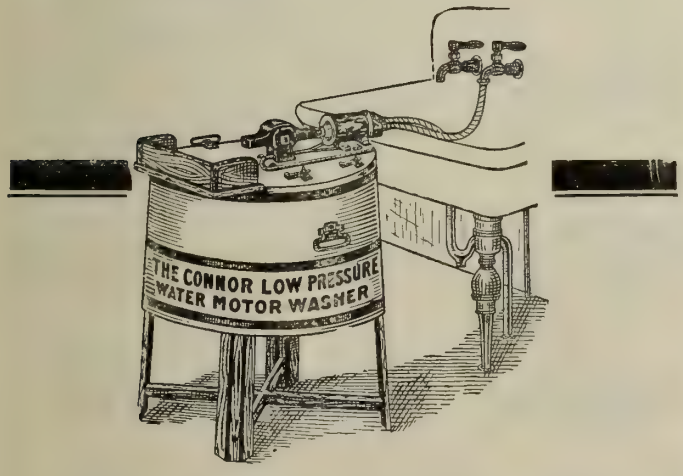
If you want a sample of the leather used in the belting straps, say so, and we'll send it immediately. **If you want samples of Straps, send 5 cents in stamps to help pay postage.**

The distinctiveness of the Griffith quality, the reasonable selling price and the good profit allowance are good reasons why you should stock this strap at once.

GRIFFITH'S HORSE SPECIALTIES

G. L. GRIFFITH & SON

Stratford, Ontario



The Connor Low-Pressure Water Motor Washer

is a "business getter." It operates efficiently on a pressure as low as 20 lbs.—thus overcoming the chief objection to a water-driven washer. Housekeepers need it—and will buy it.

A profitable margin on sales makes this machine "a paying proposition" for you to handle.

J. H. Connor & Son, Limited

Ottawa, Ontario

Dealers—Handle this Fence

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.

Winnipeg, Man. Hamilton, Ont.



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO Montreal
Canadian Agents.

SPOONER'S No. HOT BOXES
NON-FIBROUS ANTI-FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

FINE LAMP BLACKS



The only original Germantown
BEAR BRAND
WILCKES, MARTIN, WILCKES CO
135 WILLIAM ST NEW YORK

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.





Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements
—IN—
HAMMERS



ONCE USED, ALWAYS USED.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

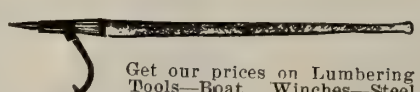
Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.

Cement Sidewalk Tools

The Best in the Market. Send for catalogue.

T. Slack & Co.,
145 Brock Ave., Toronto, Ontario.

W. J. Wells, Sales Agent,
510 Church St., Toronto.

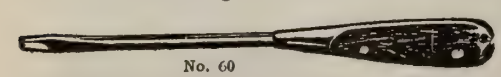


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

When writing advertisers kindly mention having seen the ad. in this paper.

BRONZITE

THE GREEN PAINT WITH THE ORE BASE

The Lasting Qualities Mean Lasting Satisfaction

"Bronzite" clings to the surface like powder marks burned in the skin or the tattooing on a sailor's arm.

It is built from a permanent base, and its color made **fast** by its lasting ingredients.

Covers 20% more surface and has a tone all its own—a **dark, deep, rich, luxurious green** very unlike any other green.

Ask for particulars and references.

Used on all work where a green paint is needed.



Colonial Works Inc.
225 237 Norman Ave.,
BROOKLYN, N.Y.

The Stratford LAWN CHAIR

Adjusts to four positions.

Hardwood Frame, varnished.

Strong Duck used for seat.

Color of Duck—Green and Red.

Folds Flat.

Packed 6 in a bundle (3 Red and 3 Green).



No. 17
With Arms

Goods made by us never cause a "Cuss"

The Stratford Manufacturing Co., Limited

REPRESENTED BY:

British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

MYERS

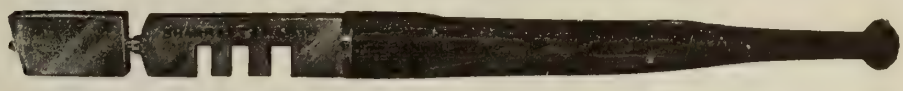
PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

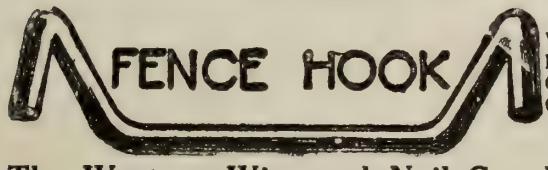
The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

CLERK WANTED — MUST BE THOROughly reliable. H. Stainton, 44 Vaughan Rd., Toronto.

WANTED IMMEDIATELY, GOOD EXPERIenced Hardware Clerk. Must be a salesman and good stock keeper. State salary and send copy of references. Box 104, Hardware and Metal, Toronto. (22)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—GOOD, BRIGHT, STRONG BOY with one year or one year and a half's experience in hardware business. State salary wanted, and apply, with references, to J. M. Adam, St. Marys.

SITUATIONS WANTED

HARDWARE CLERK, THOROUGHLY EXperienced in all lines of hardware desires position with wholesale or retail western firm. Best of references. Box 100, Hardware and Metal, Toronto. (23)

YOUNG MARRIED MAN, WITH 5 YEARS experience in general hardware, desires position with responsible retail or wholesale firm. Total abstainer; capable as manager. References A1. Begin June 1st. Box 102, Hardware & Metal, Toronto. (20)

FOR SALE

FOR SALE — 12 STANDARD CHARCOAL stoves. Ideal for camping, picnics, etc. Any reasonable offer accepted. Freight prepaid for all or part of above lot. Box No. 103, Hardware & Metal, Toronto. (21)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

MAIL CONTRACT

SEALED TENDERS, addressed to the Postmaster General, will be received at Ottawa until noon, on Friday, the 19th June, 1914, for the conveyance of His Majesty's Mails, on a proposed Contract for four years, six times per week each way, between Caledon East (north), and Rural Mail Route, at the Postmaster General's pleasure.

Printed notices containing further information as to conditions of proposed Contract may be seen and blank forms of Tender may be obtained at the Post Office of Caledon East, and at the office of the Post Office Inspector, Toronto.

A. SUTHERLAND,
Post Office Inspector.

Post Office Inspector's Office,
Toronto, May 4th, 1914. (21)

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

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Signed .....

Town ..... Province .....

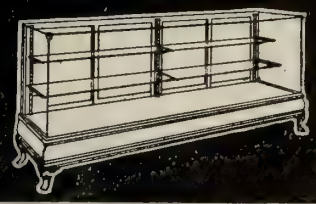
ROOFING *Of Quality*

"BLACK CAT" "GOOD LUCK" "McCOMB'S SPECIAL" } RUBBER ROOFINGS

Write for Prices.

J.H.McComb Limited *Montreal*

Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



Write us for full particulars and estimates

KENT, SON & CO.
261 King St. West
TORONTO

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

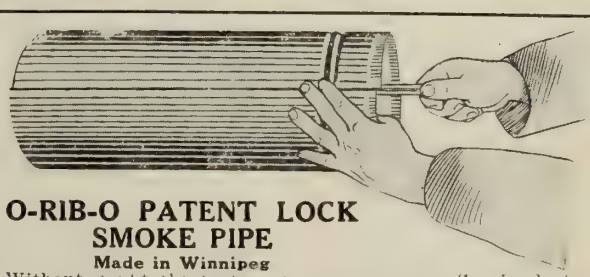
REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

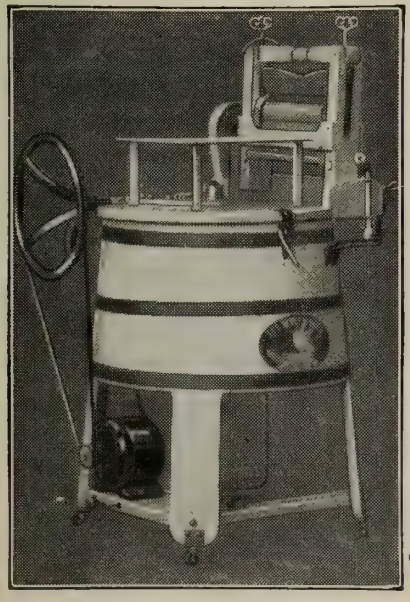
James Hutton & Company
MONTREAL



O-RIB-O PATENT LOCK SMOKE PIPE
Made in Winnipeg

Without doubt the best pipe you ever saw. So simple to put together, anyone can do the trick. Guaranteed stronger than riveted pipe. Simply slide the folded strip over folds on pipe, hammer down, and there you have it. You can put up an order for your customer while he waits. Done up in crates of 25. Grade of material used marked on crates. We recommend 52 sheet substance, but can supply you the 60 sheet.
Order from your Jobber. He has them.

The O-Rib-O Mfg. Co., Ltd., 233 Spadina Ave., Winnipeg



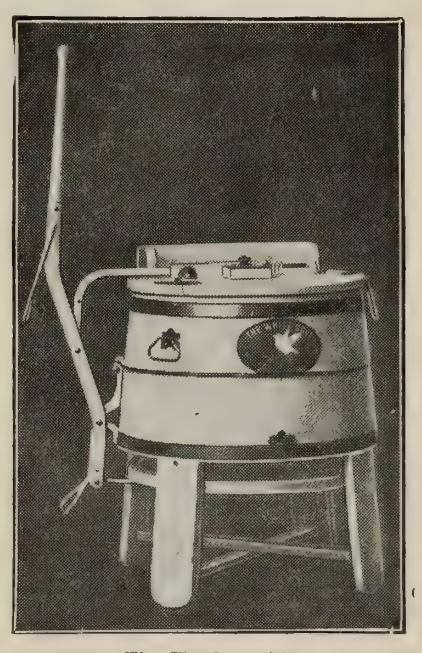
The Electric Machine.

A Pair of White Doves

They are finished up in white enamel and gold bronze.

We have taken into consideration Durability, Simplicity, Cost and Appearance in making these machines. Let us prove to you why the White Dove stands head and shoulders above other machines on the above points.

Write for our exclusive agency proposition — only one dealer in each town.



The Hand Machine.

THE WHITE DOVE WASHER CO.
Dept. B.
COBOURG - ONTARIO

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels.
The Adamite Wheel & Mfg. Co., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Account Registers.
Barr Registers, Trenton, Ont.
Dominion Register Co., Toronto.

Aluminum.
British Aluminum Co., Toronto.

Aluminum Ware.
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.

Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

Ammunition.
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.
Dupont Powder Co., North Wilmington, Del.
Eley Bros., Transcona, Man.

Animal Traps.
Oneida Community Ltd., Oneida, N.Y.

Anchors.
Henderson & Richardson, Montreal.

Annunciator Systems.
Northern Electric Co.

Anti-Rattlers (Buggy Shaft).
Fernald Mfg. Co., North East, Pa.

Anvils.
Brooks & Cooper, Sheffield, Eng.
A. C. Leslie Co., Montreal.

Auger Bits.
Can. Fairbanks-Morse Co., Montreal.
Ford Auger Bit Co., Holyoke, Mass.
Russell, Jennings Mfg. Co., St. Catharines.

Auto Accessories.
Can. Fairbanks-Morse Co., Montreal.
E. T. Wright Co., Ltd., Hamilton.
Canadian H. W. Johns-Manville Co., Toronto.
Novelty Mfg. Co., Waterbury, Cons.

Babbitt Metal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope.
Tallman Brass & Metal Co., Hamilton.

Bags and Sacks.
Scythes & Co., Toronto.

Baits, Spoon.
The Andrew B. Hendryx Co., New Haven, Conn.

Bar Iron.
Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.

Bath Room Fittings.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.
Novelty Mfg. Co., Waterbury, Mass.

Batteries and Accessories.
Northern Electric Co.

Bells.
Taylor Forbes Co., Guelph.

Bells, Electric.
Northern Electric Co.

Belting.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Dominion Belting Co., Hamilton, Ont.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles.
Bown Mfg. Co., Birmingham, Eng.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendryx Co., New Haven, Conn.

Bits.
Ford Auger Bit Co., Holyoke, Mass.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Binder Twine.
Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.

Bolts and Nuts.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
The Steel Company of Canada, Hamilton.

Box Strapping.
Acme Steel Goods Co., Chicago.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks.
Acme Steel Goods Co., Chicago.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Guelph.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chadwick Brass Mfg. Co., Hamilton, Ont.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton.

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
North Bros. Mfg. Co., Phila., Pa.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Evered & Co., Birmingham, Eng.
Howland, H. S., Sons & Co., Toronto.
Lawson Mfg. Co., Chicago.
May & Padmore, Birmingham, Eng.
Miller, Morse Hdw. Co., Winnipeg.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous-Acme Mfg. Co., Des Moines, Iowa.
Winnipeg Paint & Glass Co., Winnipeg.

Buildings, Metal.
Metal Shingle & Siding Co., Preston.
Pedlar People. Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Burrs.
P. L. Robertson Co., Milton.
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

Butts.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous-Acme Mfg. Co., Des Moines, Iowa.

Butts and Hinges.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
Montreal Hardware Mfg. Co, Montreal.
Taylor-Forbes Co., Guelph, Ont.

Butts, Spring.
Chicago Spring Butt Co., Chicago.

Calipers.
L. S. Starrett Co., Athol, Mass.

Calks.
Neverslip Mfg. Co., New Brunswick, N.J.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
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Gipe-Hazard Store Service Co., Toronto.

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A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
B. & S. H. Thompson & Co., Montreal.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

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Metal Shingle & Siding Co., Preston, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pedlar People, Ltd., Oshawa.
McFarlane, Douglas & Co., Ottawa.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Canada Cement Co., Montreal.
Alfred Rogers, Ltd., Toronto.
Saskatchewan Glass & Suply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.

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The Adamite Wheel & Mfg. Co., Hamilton.
T. Slack & Co., Toronto.

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Oneida Community, Oneida, N.Y.
Standard Chain Co., Pittsburgh, Pa.

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McKinnon Chain Co., St. Catharines.

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Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

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Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's.

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Chicago Flexible Shaft Co., Chicago.

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The Western Clock Co., La Salle, Ill.

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Meakins & Sons, Hamilton.

Clothes Driers.
Cummer-Dowswell, Ltd., Hamilton.

Clothes Line.
Hamilton Cotton Co., Hamilton, Ont.

Clothes Wringers.
Cummer-Dowswell Ltd. Hamilton, Ont.
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City

Coffee Percolators.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.

Colors, Dry.
A. Ramsay & Son Co., Montreal.
Canada Paint Co., Montreal.
G. F. Stephens & Co., Winnipeg

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Acme Steel Goods Co., Chicago.
The Morris & Bailey Steel Co., Pittsburgh, Pa.
The Stanley Works, New Britain, Conn.

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Metal Shingle and Siding Co., Preston.
O-Rib-O Mfg. Co., Winnipeg.
The Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

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The Anderw B. Hendryx Co., New Haven, Conn.

Cordage.
Hamilton Cotton Co., Hamilton.
Independent Cordage Co., Toronto.
Consumers Cordage Co., Ltd.
Scythes & Co., Toronto.

Cornices, Metal.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pedlar People. Ltd., Oshawa.

Corrugated Fasteners.
Acme Steel Goods Co., Chicago.

Cotton Duck.
Scythes & Co., Toronto.

Cotton Wipers.
Scythes & Co., Toronto.

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McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls.

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Miller, Morse Hdw. Co., Winnipeg.
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Montreal Hdw. Mfg. Co., Montreal.
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Taylor Forbes Co., Guelph, Ont.

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Sanderson, Harold Co., Paris.

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Richard Wilcox Canadian Co., London, Ont.
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The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

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Whitman & Barnes Mfg. Co., St. Catharines.
Wilt Twist Drill Co., Walkerville.

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Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
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E. T. Wright Co., Ltd., Hamilton.
Metal Shingle & Siding Co., Preston.
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Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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O-Rib-O Mfg. Co., Winnipeg.
E. T. Wright Co., Hamilton.

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Landers, Frary & Clark, New Britain.
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Renfrew Electric Co., Renfrew.
Flexible Conduit Co., Guelph, Ont.
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Chicago Flexible Shaft Co., Chicago.
Flexible Conduit Co., Guelph, Ont.
Renfrew Electric Mfg. Co., Renfrew, Ont.
Ideal Electric Mfg. Co., Wallaceburg, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Mfg. Co., Toronto.

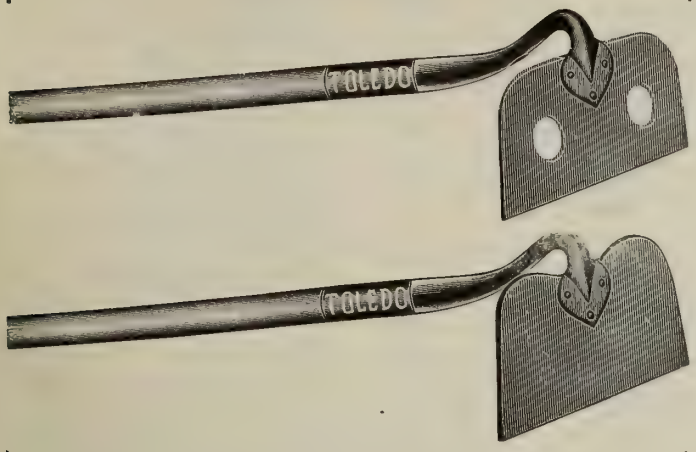
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E. T. Wright Co., Ltd., Hamilton.

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The Steel Co. of Canada, Ltd., Hamilton.

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The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

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Banwell Hoxie Wire Fence Co., Hamilton.

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Figured Rolled Glass.
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Disston, Henry, & Sons, Philadelphia.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

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Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C., Co., Windsor, Ont.

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Taylor Forbes Co., Guelph, Ont.

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Andrew B. Hendryx Co., New Haven.

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Northern Electric Co.

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E. T. Wright Co., Ltd., Hamilton.

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Metal Shingle & Siding Co., Preston.

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The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Maxim Silencer Co., Hartford, Conn.

Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

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Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
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G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
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Jno. Oakey & Sons, Ltd., London, Eng.

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Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.

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Arthur Rudd & Co., St. Helen's.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Taylor & Thompson, Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

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Richards-Wilcox Mfg. Co., London, Ont.

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Harrington & Richardson Arms Co., Worchester, Mass.
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Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.

Hammers.
Double Claw Hammer Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.

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The Stanley Works, New Britain, Conn.
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P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

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Montreal Hardware Co., Montreal.
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Taylor Forbes Co., Guelph, Ont.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Levels.
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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain.

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Henderson & Richardson, Montreal.
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Nova Scotia Steel & Coal Co., New Glasgow, N.S.
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The Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
R. E. Bloomer, Keithsburg, Ill.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
The Huenfeld Co., Cincinnati, Ohio.

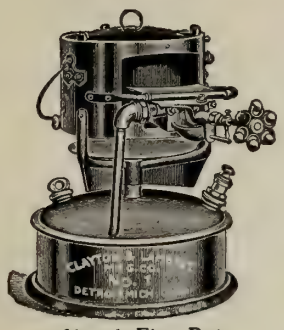
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Wayne Oil Tank & Pump Co., Woodstock, Ont.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Wm. Cane & Sons Co., Newmarket,

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Berry Bros., Ltd., Walkerville, Ont.
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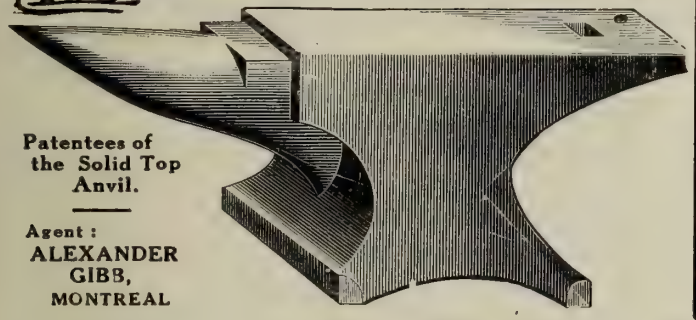
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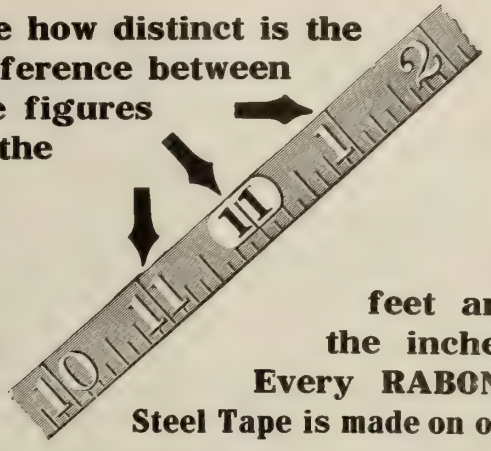


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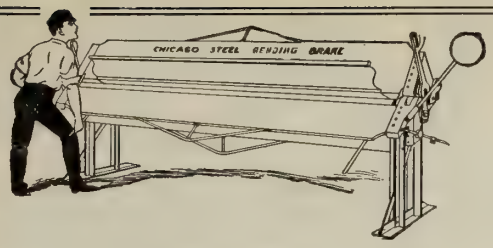
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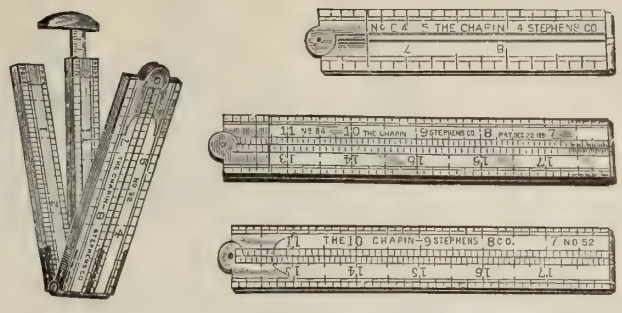


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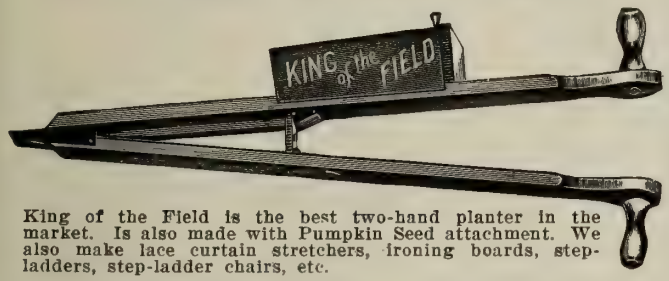


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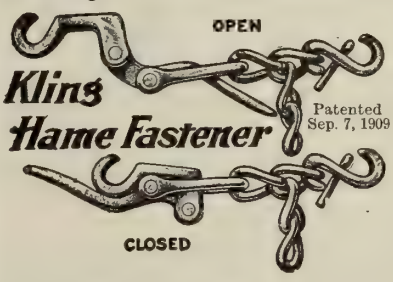
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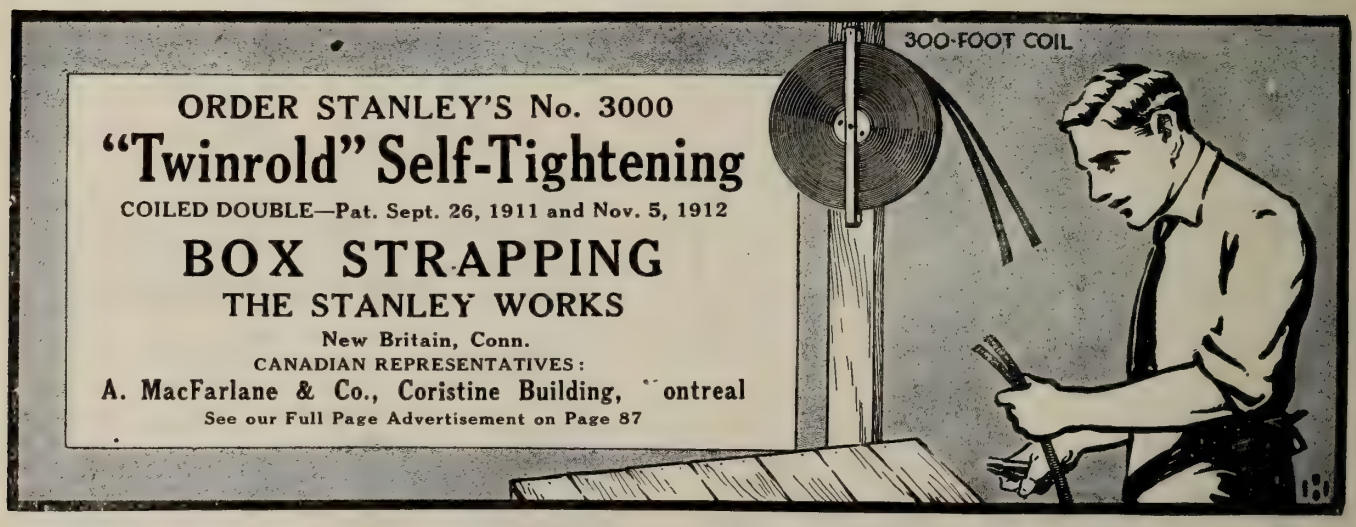
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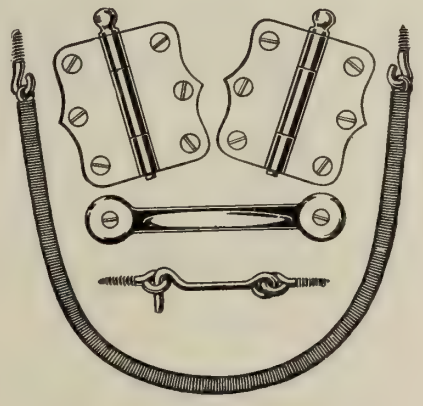
TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

STANLEY'S

Wrought Steel Screen Door Hardware





Set No. 1750

The Doors May Be Removed by Merely Slipping Out the Pins and Are as Readily Re-hung in Spring.

EACH SET COMPLETE
IN A NEAT BOX
WITH SCREWS

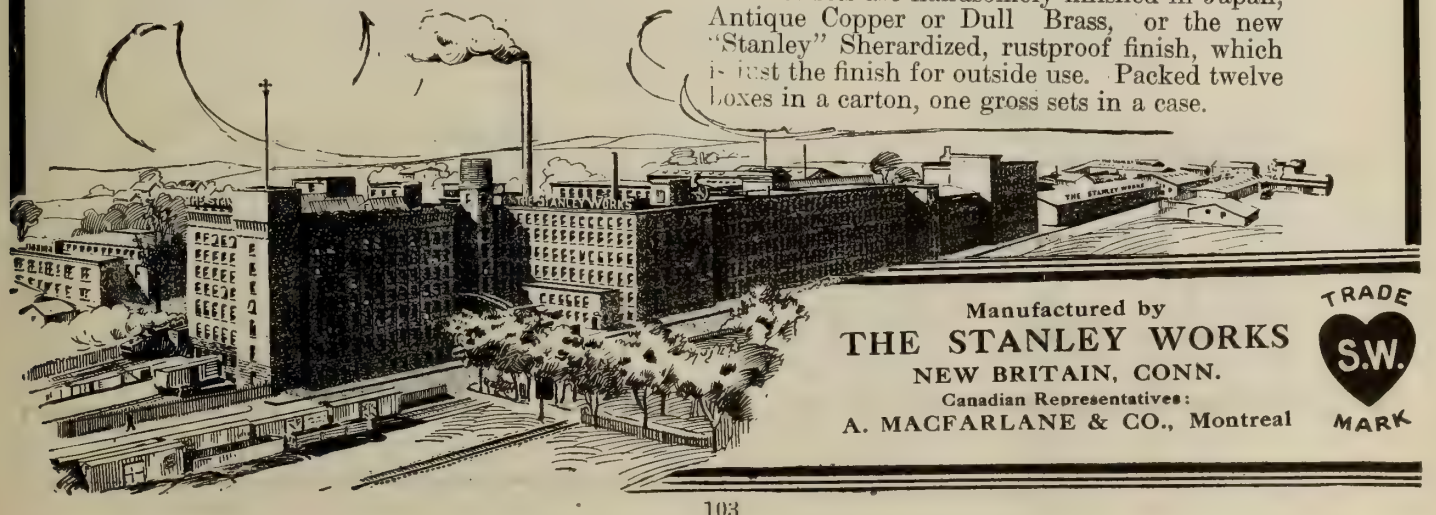


DEALERS and BUILDERS alike are PLEASED with the high quality of the hardware and the convenient way it is packed ready for use.

Set No. 1750 consists of two 3 x 3 Ornamental loose pin Butts; one 5-in. wrought-steel pull; one No. 3 high-grade steel-wire spring, greatly superior to the ordinary screen springs; and one gate hook and eye. This is the very best set of screen hardware on the market, but sells at prices comparing favorably with other makes of greatly inferior quality.

Set No. 1752 is less expensive but fully equal to the screen-door sets of other manufacturers. It is made up of two 2½ x 2½ Butts; one 4½-in. pull; one No. 2 steel spring, and one gate hook and eye.

These sets are handsomely finished in Japan, Antique Copper or Dull Brass, or the new "Stanley" Sherardized, rustproof finish, which is just the finish for outside use. Packed twelve boxes in a carton, one gross sets in a case.



Manufactured by
THE STANLEY WORKS
NEW BRITAIN, CONN.
Canadian Representatives:
A. MACFARLANE & CO., Montreal

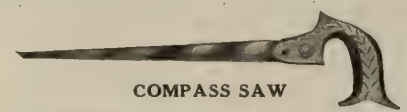
TRADE S.W. MARK

Ross Rifle Luck

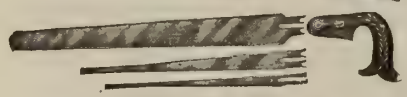
Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

ROSS RIFLE CO. Quebec

ATKINS' STERLING SAWS



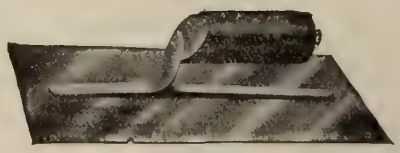
COMPASS SAW



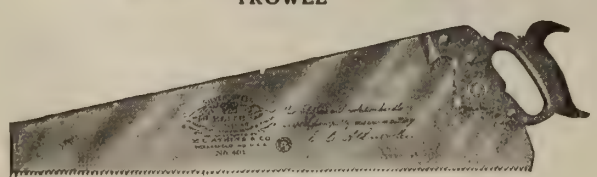
NEST OF SAWS



BACK SAW



TROWEL



HAND SAW

The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

We have an interesting proposition to make to all progressive merchants. Won't you let us hear from you?

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

"Frost King" Babbitt Metal

You should supply all demands for babbitt metal with Frost King. It is a metal of a quality that is the result of 40 years' experience in the careful selecting and compounding of stock.



Specially designed for Saw Mills, Planing Mills, Threshing Machines, Traction Engines, Pumps, Rolling Mills, and Pulp Machinery, and all classes of stationary engines.

Write for prices, etc.

Hoyt Metal Co., Toronto, Ont.; New York, N. Y.; London, Eng.; St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL LUFKIN GOODS

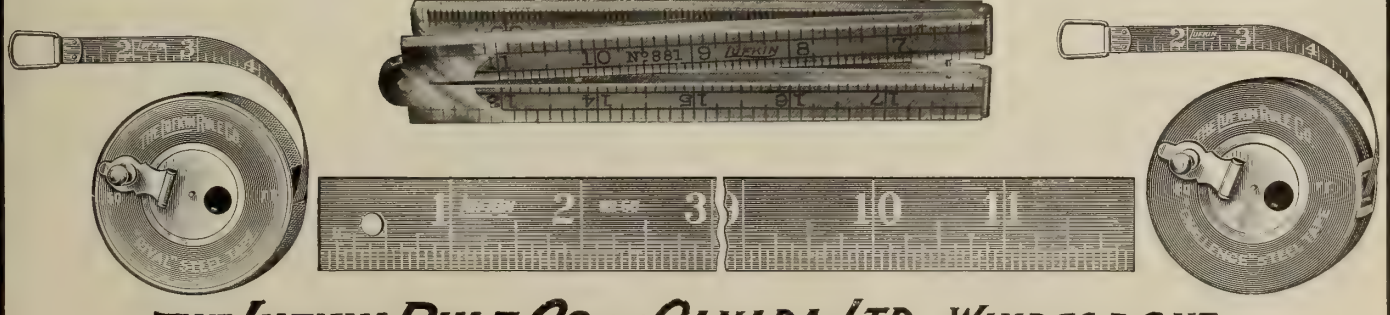
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock LUFKIN Goods



THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



JOHN STRONG CO. LIMITED
Hardware & General Builder's Supplies
LENOX, ONT. Apr 2 1914
Sold to John Douglas

125	Sacks Canada Cement	1	02
4	Rolls 4 ft Galv. Fencing	5	20
2	4 ft. Iron Gates	14	00
1000	lbs No 8 Wire	12	50
1	Posthole Digger	2	50
1	Set Stretching Tools	12	00
2	pr Cutting pliers	3	00
		8 17	22

Let Canada Cement Increase Your Business

Progressive farmers everywhere are building their fences with Concrete Posts. Our extensive advertising is educating them to use Concrete Fence Posts and to demand Canada Portland Cement to insure having the best concrete.

To every customer who buys cement for posts, you can sell, at the same time, all or a large part of the other goods on the above Sales-Slip, but the first item called for will be

CANADA Portland CEMENT

If you sell this dependable brand, it is probable that you can sell the rest of the bill,—but if you do not sell "Canada Cement" you may never know that a fence is to be built.

The above quantities are based on a fence containing 500 concrete posts, spaced 12 feet and requiring 6,000 lineal feet of fencing.

This example shows only one of the many ways in which small orders for Canada Cement bring large orders for other goods.

Write at once for terms and quotations and get your share of the big orders that Canada Cement brings.

Information Department

Canada Cement Company Limited

914 Herald Building, Montreal

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 21

May 23 1914





Stock Selection Simplified

ASK YOUR JOBBER
For Price List

"IDEAL ASSORTMENTS FOR RETAILERS"

Most Easily Marketed

1847 ROGERS BROS. MERIDEN B. COMPANY

"Silver Plate that Wears"

The reputation of 1847 ROGERS BROS. WARE, before the public for over two generations, is unquestioned — it is sold with an unqualified guarantee—backed by the most persistent and extensive advertising in the history of silverware.

This is a brand of silverware that has enjoyed established confidence for over sixty-five years, and that is known to your customers as "Silver Plate that Wears"—it requires no argument; it will save time and talk for the dealer; and there is a satisfaction in selling the BEST.

Take advantage of our NEW PUBLICITY PLAN and make your Silverware Department profitable, effective and efficient. Ask your Jobber for our booklet, "Ideal Assortments for Retailers,"—it will make buying easy, also reselling.

MERIDEN BRITANNIA CO., LIMITED

Hamilton, Canada



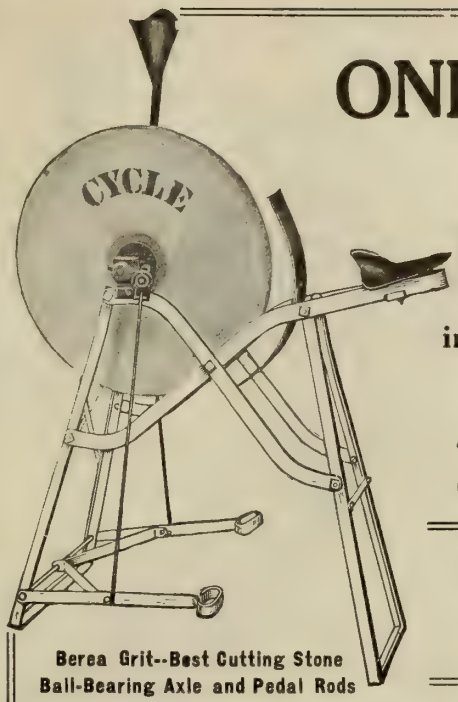
IF YOU ARE NOT HANDLING

"WILWEAR"

Bath-Room Fittings

you are surely handicapped in making quick sales and profit. Why not cater to the public? Make it known you are working for their interests by selling a good medium-price line. "WILWEAR" wins the trade and holds it for you, and brings new customers that heretofore have passed you by, simply because you saw fit to handle high-price fittings out of their reach. Just grasp this advice now and send for our complete plan that you should have had long ago.

NOVELTY MFG. CO.
WATERBURY, CONN.



Berea Grit--Best Cutting Stone
Ball-Bearing Axle and Pedal Rods

ONLY 5 PIECES

in the frame of the No. 300 "CYCLE" Grindstone

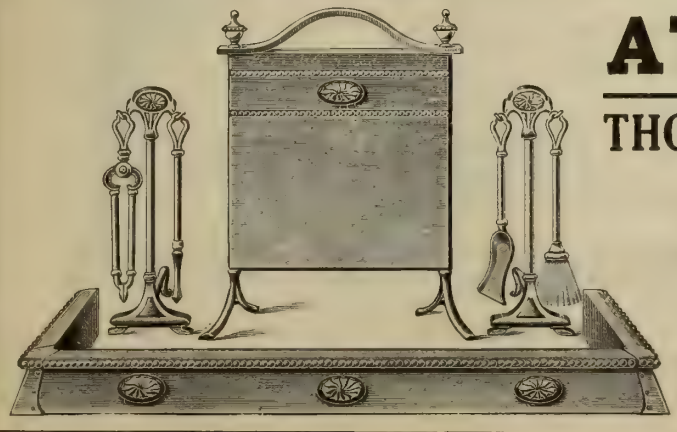
STRONG and RIGID

MADE IN CANADA BY

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

Other Styles
No. 400 Tubular
No. 025 "
No. 320 Family





ATTENTION

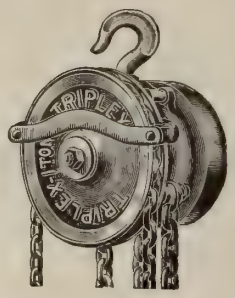
THOMAS SMART & SONS, Ltd.

WATSON'S GREEN WORKS
DUDLEY, ENGLAND

SYNTHESIS
S D
TRADE MARK

MANUFACTURERS of Hearth Suites of every description, Companion Stands, Fire Screens, Coal Vases Log Boxes, Cake Stands, Gongs, Etc.

Canadian Representative:
GEO. A. MARSHALL, Showrooms, Lombard Buildings, 70 Lombard Street - TORONTO



Yale Triplex Blocks

A "Line of Steel from Hook to Hook"

Every load-lifting problem, on the farm, in the factory, machine shop, garage, to lift your gas engine or to lift your motor boat out of the water, is solved with a Yale Triplex Block.

"Safety First" in material and workmanship justifies the Yale Triplex Block, and is behind your sales to your customers.



Fairbanks Valves

"Disc Renewed in one minute"

Will remove all valve troubles. They are built of high-grade material, to withstand a great deal more than their rated pressure. The renewable disc feature is unequalled by any valve on the market. The valve stems are packed with Palmetto Twist packing, which will remain soft and perform its function better than any other packing made.

Fairbanks Scales, Small Tools, Automatic Supplies and other mechanical lines are the best the world affords.

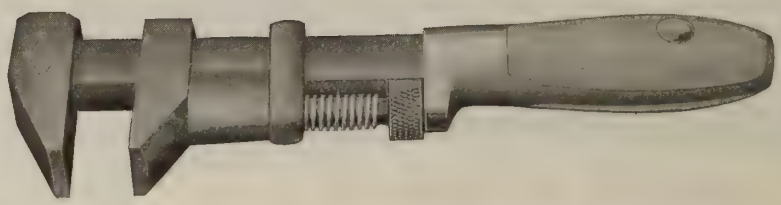
The Canadian Fairbanks-Morse Co., Limited

444 St. James Street, Montreal

ST. JOHN OTTAWA TORONTO WINNIPEG SASKATOON CALGARY VANCOUVER VICTORIA

Canada's Departmental House for Mechanical Goods

TRADE W B MARK



TRADE W&B MARK

Get the Trade of Mechanics



There's no wrench that will "get a mechanic" like this Warranted "W & B" Machinsts' Knife Handle Wrench. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case hardened. Every Wrench warranted against defective material and workmanship.

Selling the "W & B" Screw and Drop Forged Wrenches brings the mechanic back for other tools that bear the "W & B Diamond" Trade Marks. Your sales don't stop with Wrenches.

Tools of Quality Bear These Marks W&B



Catalog No. 82-G shows our complete line of Screw and Drop Forged Wrenches, Twist Drills and Reamers. There's money in selling them. We can save you freight by packing more high-grade tools in one shipment than any other manufacturer in the world.

Most Jobbers handle. If yours does not, write us and we will see that you are supplied.

THE WHITMAN & BARNES MFG. COMPANY

Established 1854

Office and Factory: ST. CATHARINES, Ont.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

THE NAME DISSTON

On Saws, Files, Levels or Other Tools

IS A CASH ASSET

TO

Hardware Merchants



WE ARE
Headquarters
for
Disston Goods
WRITE US FOR PRICES

It's an assurance that High Merchandise Standards are maintained in the store.

The Dealer who fails to take advantage of this **DISSTON** reputation, lets a trade-winning, money-making opportunity slip by.

Disston Files

ARE MADE

of the Highest Grade Crucible Steel, Thoroughly Hardened and Carefully Milled,

AND ARE USED

to Sharpen every Disston Saw made and for every purpose to which a File is put in an Extensiv Manufacturing Plant, turning out the enormous quantities of goods made

by Henry Disston & Sons

Put Disston Saws, Files and Tools in your Windows and Show Cases—Profit by their Reputation and Good Name.

It's the Modern Method—It's Good Business

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

The Steel Company of Canada, Limited

HAMILTON, ONT.

"TIGER" BRAND WHITE LEAD

THE LEAD WITH THE SPREAD

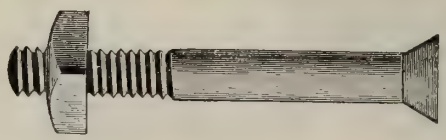
A chemically pure White Lead, ground in Refined Linseed Oil.



Packed in 12½, 25, 50 and 100-lb. Irons. 500-lb. Hardwood Kegs.

TIRE BOLTS

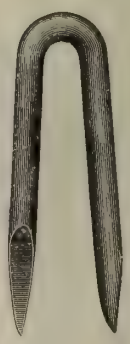
Fluted and Plain



We have a good stock of all standard sizes from which we can make quick shipments.



Wire, Wire Nails, Wrought Pipe, Black and Galvanized, Staples, Spikes, Iron and Steel Bars, Bright Wire Goods, Putty, Horse Shoes and Horse-Shoe Nails, Lead Pipe, Wood and Machine Screws, Rivets and Burrs, Tacks, Invincible Fencing, Pole Line Hardware, Corrugated Fasteners.



Sales Offices

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

SMP "QUALITY" TRADE MARK

SMP "QUALITY" TRADE MARK

Diamond Ware

The charm of **ENAMELED WARE** is because it lends itself to cheery color schemes. The housewife spends many hours each day among her pots and pans and keeps in mind when buying more that she is going to have them staring her in the face for years to come.

Diamond Ware for these reasons is what she wants. Its dainty blue and white colors outside and light finish inside satisfy her demand for style and cleanliness.

Advise **DIAMOND WARE**— for a bright kitchen.

SMP "QUALITY" TRADE MARK

SMP "QUALITY" TRADE MARK

Shipments Made Promptly

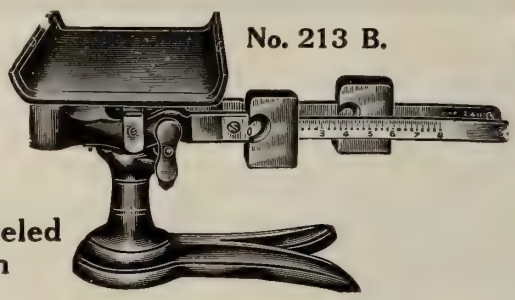
THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Be the Parcel Post SCALE Man in Your District

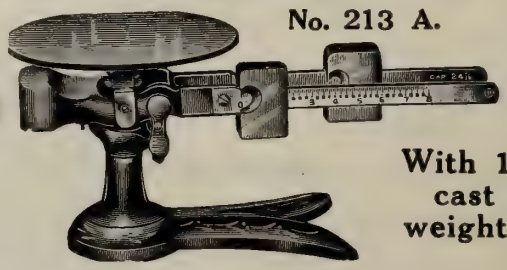
There is a very large field and good profit

The Burrow, Stewart & Milne Co.'s new PARCEL POST SCALE is well built and well finished, accurate and absolutely reliable. Each scale is inspected and stamped by Government Inspector.
The operation of weighing is simple, and the calculation of postage easy.
One bar of beam is marked in ounces up to 8 lbs. and the other is marked in 8 lb. notches up to 16 lbs., making in all 24 lbs. While the present limit of weight is 11 pounds it is very likely to increase as it has in the United States and we have made allowance in capacity for this. When rates increase we will supply our customers with **new rate cards,** giving the increase in weight or change in rates.
No loose weights are required. This is an excellent **general utility scale** as well. Will weigh articles of all kinds



No. 213 B.

With enameled steel pan



No. 213 A.

With 10-inch cast iron weight plate

THE BURROW, STEWART MILNE CO., LIMITED

HAMILTON TORONTO MONTREAL WINNIPEG

The Most Essential Difference in Wilt Twist Drills is Found in the Process by which They are Made

Instead of six or seven separate processes which have been necessary heretofore, **Wilt Drills** are machined complete at a single chucking. The rough stock goes into the automatic machine and comes out a perfectly cut drill.
You can readily understand what that means in accuracy and uniformity.



Because of the perfect machining — and the scientific exactness with which they are hardened, **Wilt Drills** will drill more holes of a given size, per dollar of cost, than any other drills ever made.

Every live dealer in Canada should stock up with Wilt Twist Drills. There's sure to be a big demand for them.

The Wilt Twist Drill Company of Canada, Limited

WALKERVILLE ONTARIO

The "IDEAL" Sad Iron

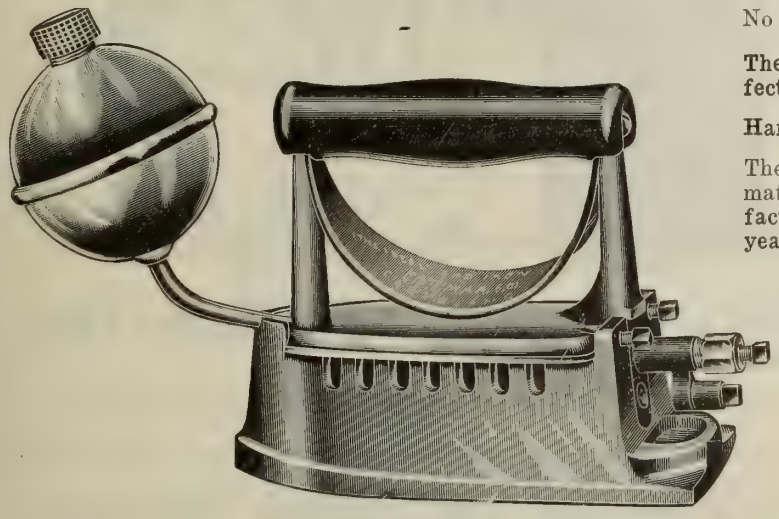
(Self-Heating)

When the "Ideal" is hot enough to iron heavy linens there is but 2½ lbs. pressure on the tank—while every tank is tested to stand 175 lbs.—THIS INSURES ABSOLUTE SAFETY.

Cost of operation is less than one cent per day for a family of five.

A tank of gasoline will burn for four hours.

Heat can be regulated to suit conditions.



No possibility of scorching clothes.

There is no gas, the combustion being perfect.

Handle and operator always cool.

The Ideal is made from the highest grade material. **Burner and Generator are manufactured under the direction of men with 20 years' experience in such work.**

Directions accompany every iron and we guarantee satisfaction if operated according to directions.

Exposed parts are nickel-plated and polished, giving the iron an **attractive appearance.**

You'll find it a big seller. **Write for price.**

THE WESTERN Tool Grinder

Noiseless, Dirtless, Chainless and Easy Running

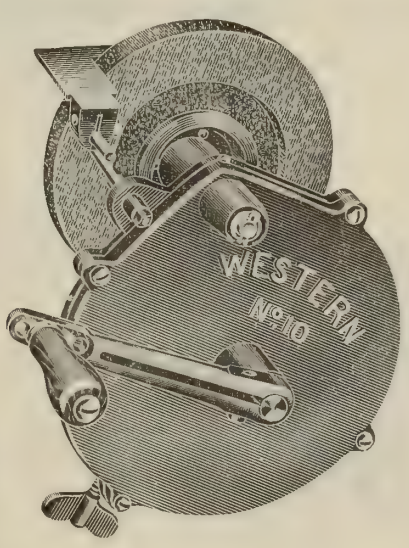
Every part is made of the finest iron, assuring a long, satisfactory service.

The "Western" has cut gears encased and a high-grade corundum grinder.

It is light (weighing only 20 lbs.)—therefore it is easy to handle.

Packed one in a box.

If you require anything in the line of **Lawn Mowers, Tool Display Brackets, Lawn Sprinklers,** etc., we can supply the kind that are reliable and profitable.



Taylor-Forbes Company, Limited

Head Office and Works: GUELPH, ONTARIO

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency, - - - London, Eng.
H. G. Rogers, - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

The GREAT-WEST TROLLEY HANGER

For—
Warehouse, Factory and Barn Doors.



Massive, Strong

Scientific, Noiseless

Lateral and Vertical adjustments.

Hardened Roller Bearings.

Easy to put up.

The Great-West is the strongest hanger of any.

Apron—6" long, 4" wide, $\frac{3}{16}$" thick.

Adjustments $1\frac{3}{4}$" to $2\frac{3}{4}$".

Packed 1 pair in a box complete.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

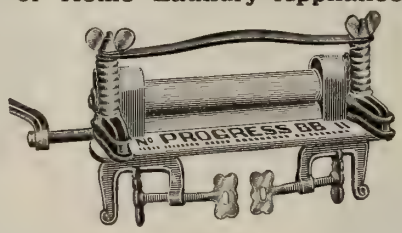
Makers of the RELIABLE Crescent Brand Butts and Hinges

Hand or Power Washing Machines and Clothes Wringers

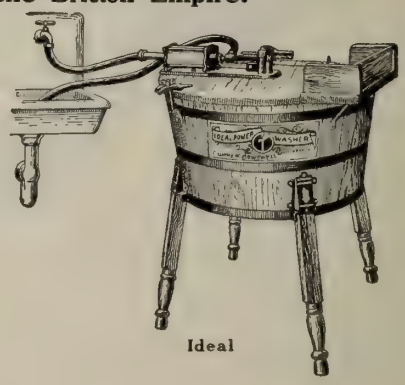
We manufacture this One line only. We make them Right and They made us.
The Largest Makers of Home Laundry Appliances in the British Empire.



New Idea.



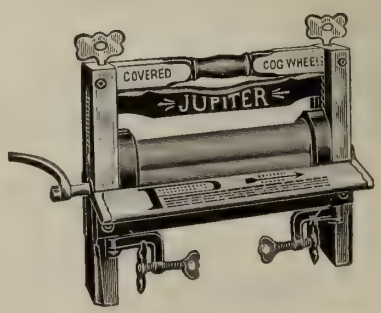
Progress.



Ideal



Warwick.



Jupiter.

Sold Everywhere

A Single Machine or a Carload available for immediate shipment.

Cummer-Dowswell Limited, Hamilton, Ont.



REMINGTON-UMC

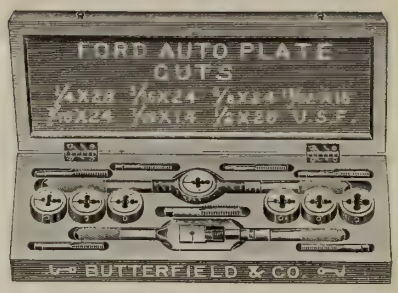
THE more closely the dealer keeps in touch with the way men feel about arms and ammunition, the more clearly he sees this fact—

That featuring the Red Ball Mark of Remington-UMC is the surest means to the present and future trade of the more alert sportsmen.

Remington Arms-Union Metallic Cartridge Co.

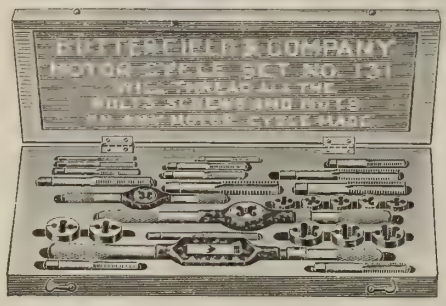
Windsor, Ontario

Automobile Screw Plate For Ford Model "T"



This Screw Plate is particularly adapted to the **Ford.** but it also matches the threads used in practically all of the medium-priced Cars.

No repair shop is complete without one of our **Motorcycle Screw Plates.** Motorcycles have threads not found in the usual assortment. You get them all in this set.



Do our friends the Dealers realize that there is a handsome profit for them handling our Screw Plates?

Butterfield & Co.
Rock Island, Quebec

Meakins Brushes
give everybody satisfaction



A bristle coming out of a brush at times when a painter is most particular is going to agitate him and keep him from buying more of the same kind.

Meakins' Brushes give a service that is void of complaints. They invariably bring particular painters back and back again—for more.

Sow the seed for larger brush trade by sending us your next order.

Write for catalog and full particulars.



Meakins & Sons, Limited
Hamilton, Ont.
Warehouses: WINNIPEG LONDON TORONTO MONTREAL

The Standard Silver Co. of Toronto, Limited

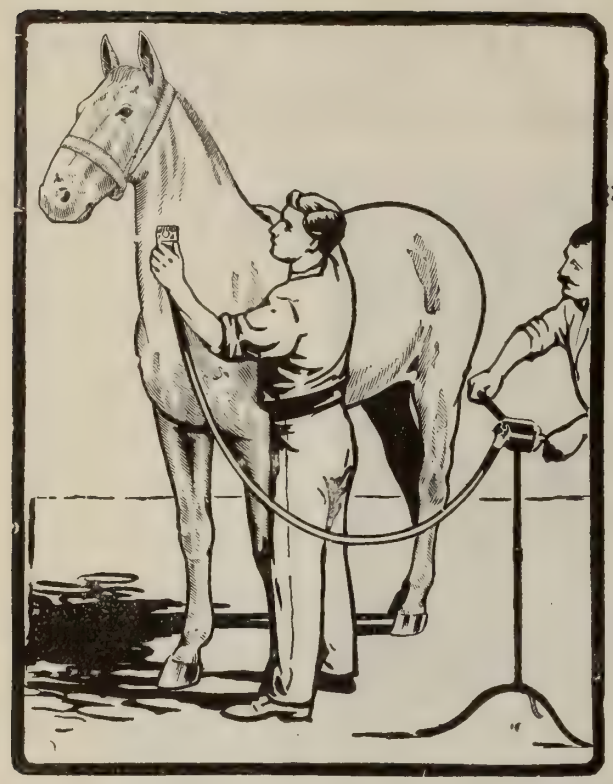


The Carrollton

A Plain Pattern of High Dignity, combining Balance of Design and Mechanical Perfection.

Made in *Eagle* WM ROGERS ★ *Brand* Quality

Known and appreciated wherever silverware is used.



THIS SHOWS

BURMAN'S No. 17 CLIPPER

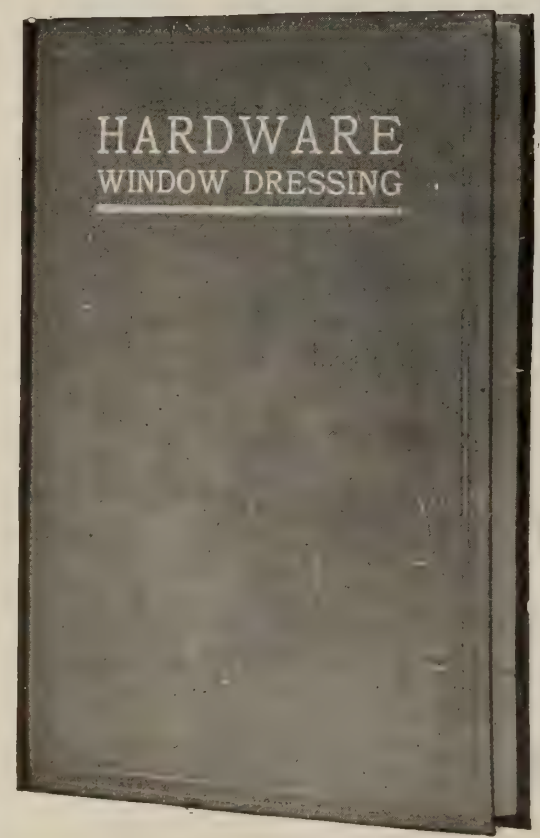
The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

This Micrometer Sold Itself
—and then saved more than its cost

While taking some photographs for advertising purposes in a large machine shop recently the Starrett advertising man saw a machinist using several ordinary Starrett micrometers on a turning job. The piece had five different diameters and there were to be 5,000 pieces like it.

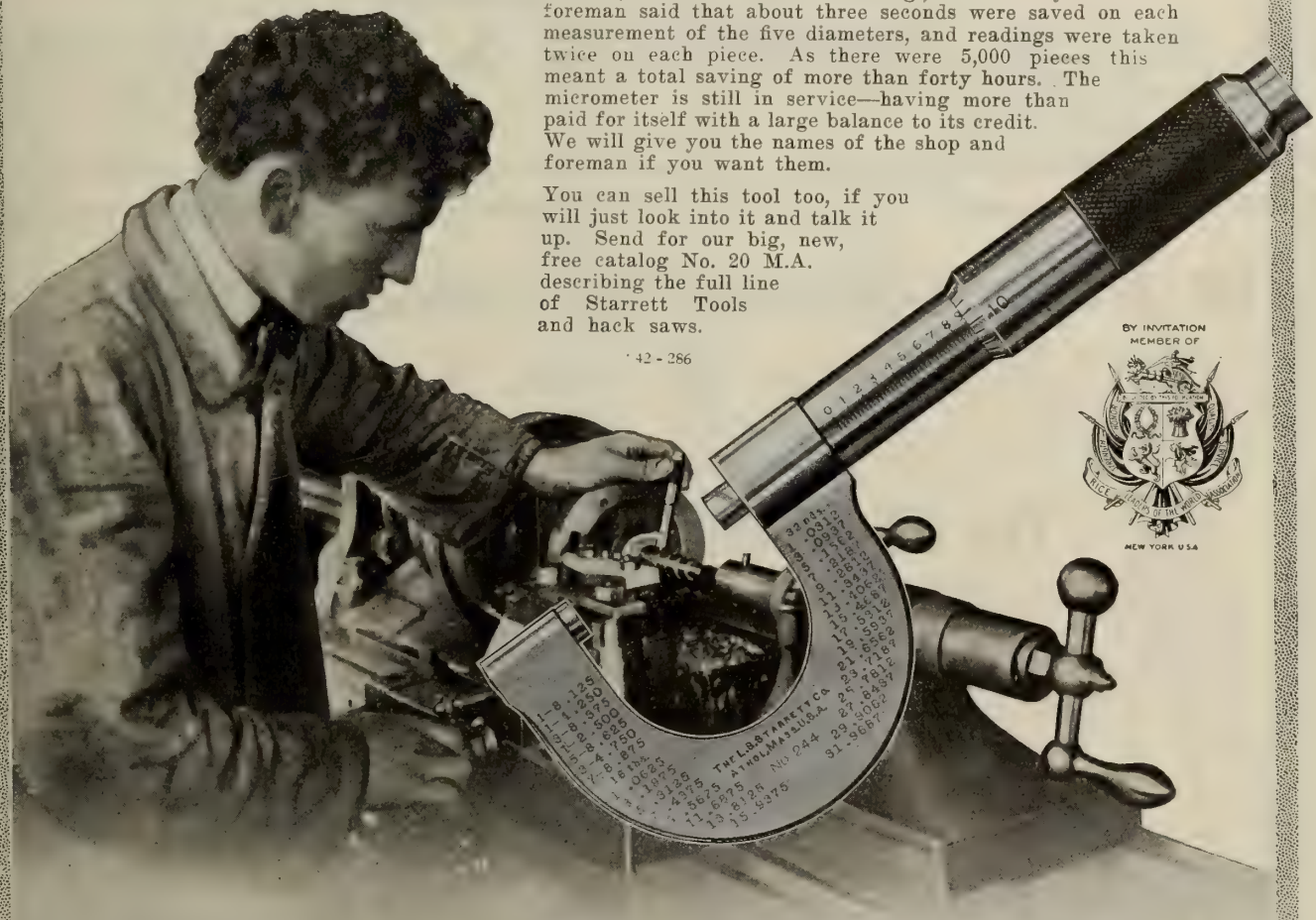
The advertising man called the foreman's attention to the fact that a

Starrett
Quick-Acting Micrometer

would do the measuring in less time than was taken with several micrometers of the usual kind. He explained that pressure on the plunger in the end of the thimble permitted the spindle to slide to its adjustment. After listening to the description of the Starrett, the foreman sent out to a nearby hardware store and bought the micrometer, paying $10.00 for it (No. 204 in Starrett catalog.) A few days later the foreman said that about three seconds were saved on each measurement of the five diameters, and readings were taken twice on each piece. As there were 5,000 pieces this meant a total saving of more than forty hours. The micrometer is still in service—having more than paid for itself with a large balance to its credit. We will give you the names of the shop and foreman if you want them.

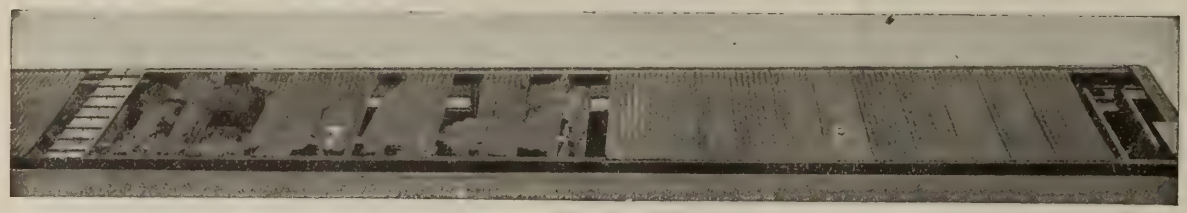
You can sell this tool too, if you will just look into it and talk it up. Send for our big, new, free catalog No. 20 M.A. describing the full line of Starrett Tools and hack saws.

42-286



The L·S·Starrett Co·Athol·Mass·
World's Greatest Toolmakers

A STRIKING ILLUSTRATION



Steel without Copper (black—uncoated) Same Steel with Copper (black—uncoated)

Of the Durability of

Keystone Copper Bearing Steel Sheets

These illustrations show the actual results of exposure to the weather.
Keystone Quality furnished either in Black or Galvanized Sheets.

Send for booklet giving other photographic illustrations and details of tests. You will find it very interesting.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. **Branch Offices, WINNIPEG AND VANCOUVER**

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

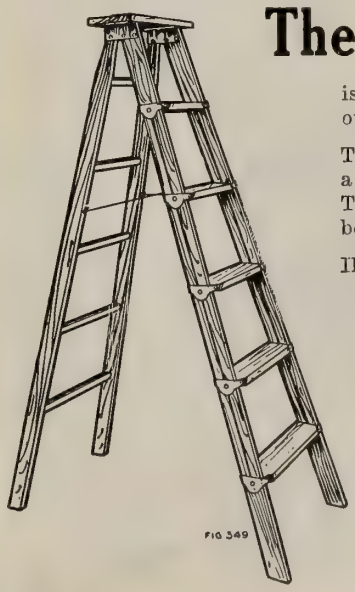
Transportation Building MONTREAL **Traders Bank Building TORONTO**

The BT Iron-Bound Step Ladder



It is made throughout from the very best No. 1 clear stock. It has wide steps, every one of which is braced with a steel rod. The steps fit into grooves in the sides of the ladder and a galvanized plate binds the steps firmly to the sides. The hinge at the top of the ladder is made of one piece of sheet steel, which substantially attaches the risers to the top and holds the ladder rigid.

Does not its construction show that it's built for long, severe service?



The BT Painter's Step Ladder

is of the same construction and material as is used in our Iron-bound Step Ladder.

The back of this ladder is supplied with rounds, so that a plank can be placed on them for making a scaffold. The rounds are relatively spaced, so that a plank can be supported every six inches.

Illustration shows the ladder with a rope lock. This is the way it is generally shipped, but when it is desired, we will supply it with rigid lock the same as shown on the Iron-bound.

This ladder is also splendidly adapted for use in factory, store or warehouse, the rounds at the back permitting two men to use it at the same time.

We build every kind of ladder that the trade may need, including Roof Ladders, and Fire Ladders of all kinds.

Your inquiries will receive our prompt attention.

Beatty Bros., Limited, Fergus, Ont.

NICHOLSON MADE FILES

You're Known By The Goods You Sell

Sell a man a file that fails to give good service — and you're digging a pit for yourself.

When you give your trade **NICHOLSON-MADE-FILES**—you give them files that you know are absolutely right. You know that each file has been inspected eight times—between every important operation. You know the finished file has been tested on tougher steel than it will ever be used on in actual service. So that when you sell a **NICHOLSON - MADE - FILE**, you're certain it's going to give the utmost of satisfactory service.

No "come-backs" to fight — no excuses to make. Nothing to do but "sell more files"—and take your liberal margin per sale.

NICHOLSON-MADE-FILES

Brands:

Kearney & Foot
Great Western
American
Arcade
Globe

At Your Jobber

NICHOLSON FILE COMPANY

PORT HOPE, ONT.

"File Filosophy"—A 50 years' education on files in an hour—sent FREE on request.



Roofing with life makes lively business

Every dealer wants to be considered a "live one"—carrying a line of goods that boosts trade because it turns out a satisfaction to customers.

You can increase your reputation as an aggressive dealer by handling

Genasco

THE TRINIDAD-LAKE-ASPHALT
Ready Roofing

Genasco has the life of Trinidad Lake Asphalt, from which it is made. This gives it not only resistance to weather but endurance against time.

It means lasting protection and real economy for your customers; which in turn means solid satisfaction and larger patronage for you.

Order Genasco from your jobber. Write us for samples and full information.

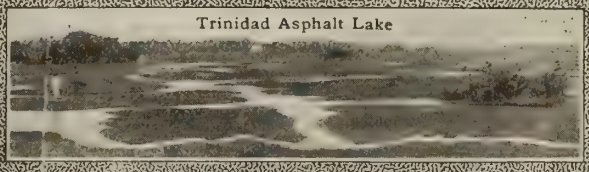
The Barber Asphalt Paving Company

Largest producers in the world of asphalt and ready roofing.

Philadelphia

New York **San Francisco** **Chicago**

D. H. Howden & Co., Ltd., London, Ont.
Canadian Asphalt Co., Ltd., Winnipeg.
Evans, Coleman & Evans, Ltd., Victoria and Vancouver.


Trinidad Asphalt Lake

ELEY

CARTRIDGES

We Load for the World!

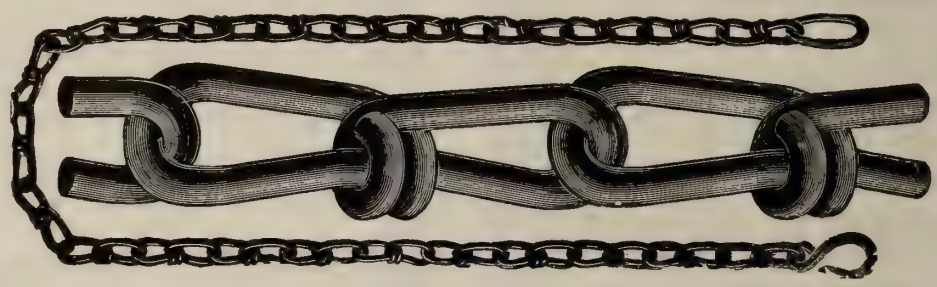
¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

New Process Steel Wire Trace Chains



Tie-Out Chains. Halter Chains.
Dog Chains.
Cattle Chains.
The most satisfactory Chain to handle.

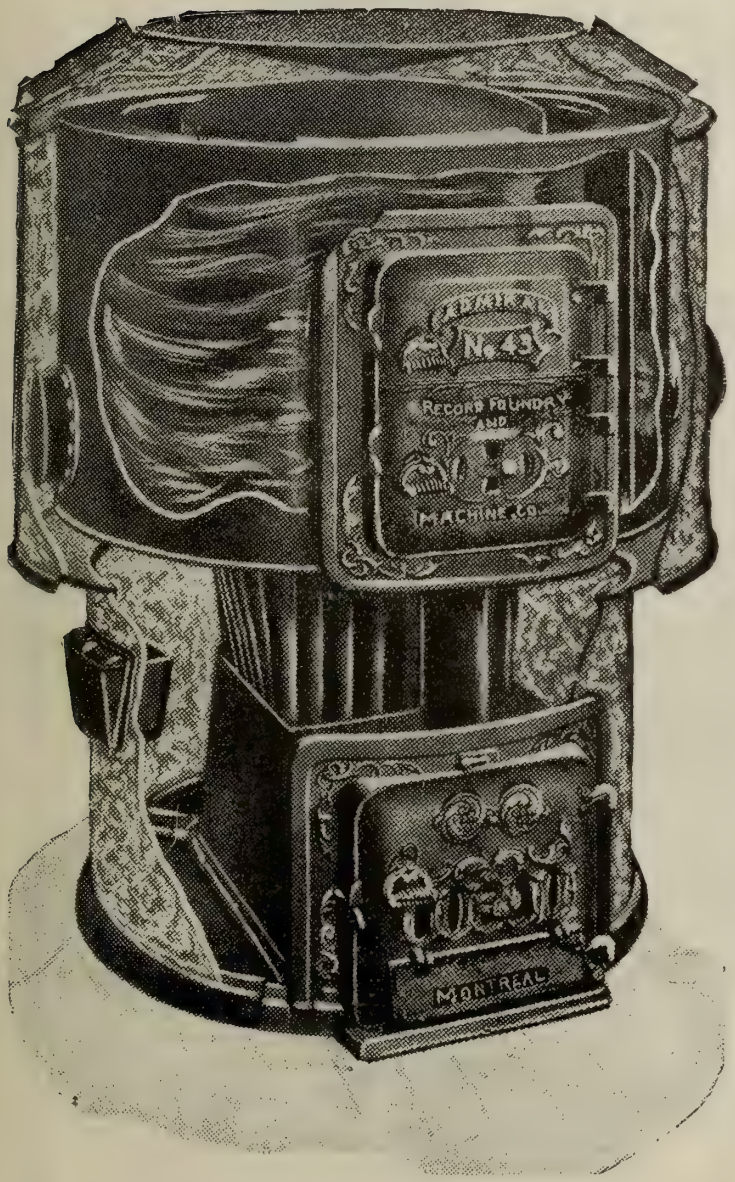
Manufactured by

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. **MONTREAL, QUE.**

The ADMIRAL Furnace

will command a quick-growing furnace trade



For Hard or Soft Coal or Wood

SPECIAL FEATURES:

Large steel radiator giving a quick heat from fuel.

Large combustion chamber with flues 4x24 inches that do not clog up with soot.

Large double-feed doors specially adapted for wood.

Smoke-pipe opening above the feed door which prevents the smoke from coming out of the door when feeding coal.

Gas-tight radiators designed and constructed to provide equal expansion of all parts when heated so as not to open the joints.

The scientific construction of this Fire Pot is such that every separate RIB or SECTION forms a Brace for the other, making it absolutely impossible for any two sections or ribs to WARP OR CRACK at the same place. The corners of the pot being perpendicular permit rapid clearance of ashes, thus giving quick radiation of heat. The top forms a COMPLETE CIRCLE, while the bottom is a PERFECT SQUARE, thus allowing a large amount of grate surface. The "Admiral" Grate is of the triangular operating pattern, each pair of bars being operated independently by the use of a handle applied to the two centre bars. This is one of the most Perfect Grates on the market.

Direct or indirect draft with gas explosion door.

Removable triangular grates.

Large ash pit with tight dust flue.

Give it an opportunity to make good profit for you.

It guarantees pleased users everywhere.

Write us for full information now.

The Record Foundry & Machine Co.

Foundries at MONCTON, N.B.

SALES AGENCIES AT

Moncton, N.B.; Toronto, Ont.; Montreal, P.Q.; Winnipeg, Man.; Vancouver, B.C.

GIVE THE HOUSEWIFE WHAT SHE WANTS



When she thinks of oil stoves, she thinks of the

New Perfection
WICK BLUE FLAME
Oil Cook-stove

That's what consistent advertising of a thoroughly reliable stove has done.

New Perfection Stoves are made in 1, 2, 3, and 4-burner sizes. No. 5 model has the new fireless cooking oven, which makes it a perfect cooking equipment for any kitchen. See it at any Imperial branch office.

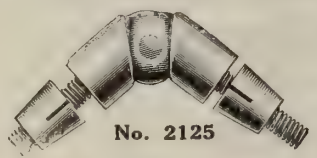
THE IMPERIAL OIL COMPANY, LIMITED

Toronto Montreal Winnipeg Vancouver Ottawa Quebec
Calgary Edmonton Halifax St. John Regina Saskatoon

BRASS FITTINGS

For Cornice Poles and Curtain Rods, Rings, etc.; Stair Rods and Eyes

Cast Brass



No. 2125

⅜ ½ ⅝ ¾ 1 in.

Very Strong



No. 1667

1½ in. 2 in.

Write for Prices and Samples:

G. B. BIRCH
The Cheapside Brassfoundry
BIRMINGHAM, ENGLAND

Two Oil Stoves of Exceptional Merit

that look well, work well and sell well

"Famous Queen" Oil Stove



No better tank than the Famous Queen's—stamped from one piece sheet steel and exceptionally well galvanized—of sufficient strength to stand continuous use for a great length of time—Cast base to chimney and Cast top—two four-inch Brass Burners and Water Tray that prevents odor arising. Strong spring at base of chimney enables it to be tilted back with safety when lighting or trimming wick.

"Rex" Oil Stove



This is a real friend. Has surprised us by its ability to sell itself. It's very moderately priced, but good all through. A one-piece tank that holds a gallon of oil—the body, top and chimney made of pressed steel with half-round iron supports, all japanned black—two four-inch brass burners, etc., etc. Supply of circulars sent on request.

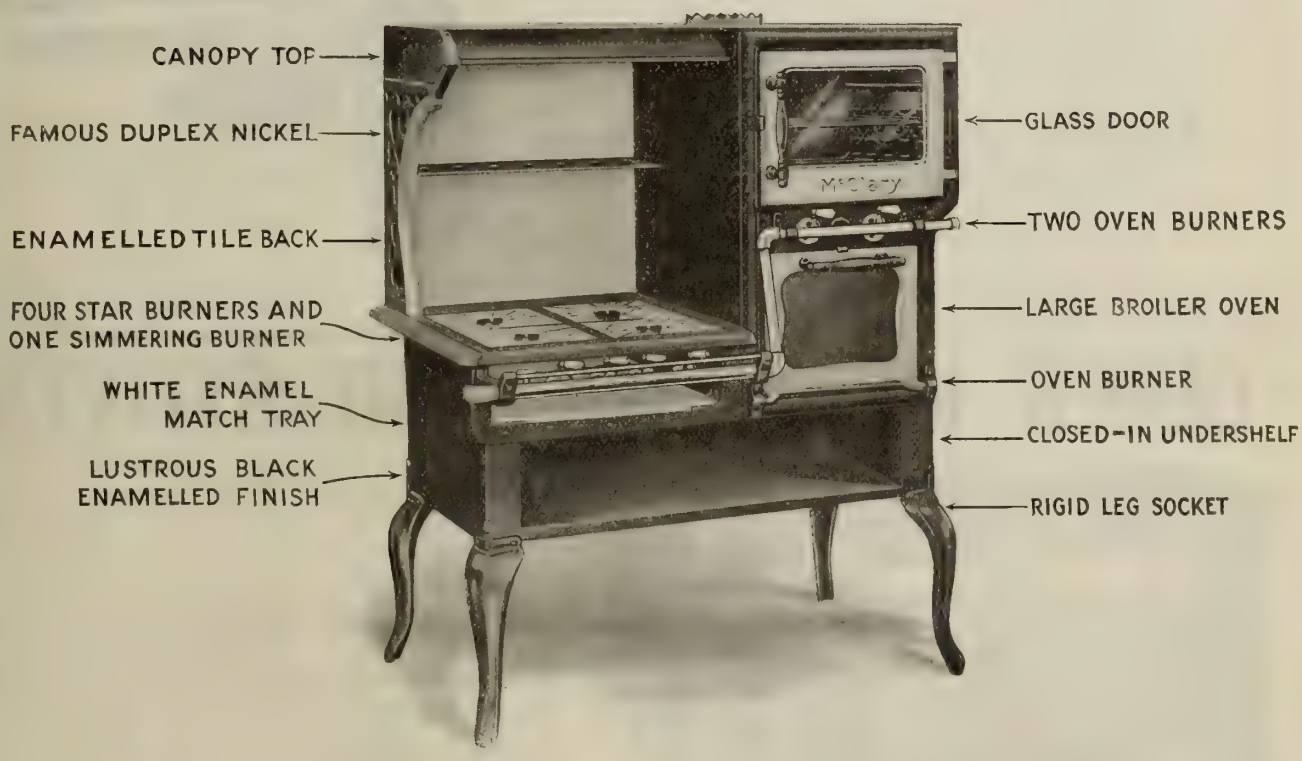
McClary's on goods is a Quality Name.

McClary's

TORONTO, WINNIPEG, EDMONTON, ST. JOHN, VANCOUVER, SASKATOON, MONTREAL, HAMILTON, LONDON, CALGARY.

BRIGHTER PROSPECTS for a successful Spring business if you demonstrate the famous line of

McClary's
GAS RANGES



Brimful of features—Burners cast in one piece—all holes drilled at one operation—uniformity—supply of literature sent on postal request — Write to-day.

McClary's

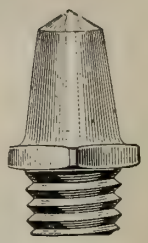
LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON

Get Your Trade Acquainted with RED TIP Calks and Shoes

They're Rattling Good Fall and Winter Sellers



No. 5



No. 4

IRON—"B" PATTERN
Sold Drilled or Calked



The best Iron Shoe on the market for general utility purposes. This shoe is made of selected stock, double refined, and is creased to prevent snow from balling in hoof.

Every horse-owner would use Neverslip Red Tip Calks and Shoes if he knew what a saving they effected, and the protection they afford his horses when the roads and streets are coated with ice.

Neverslip Red Tip Calks stay sharp a long time and when they do become dull they can easily be replaced by new ones at small cost. All horseshoers use and recommend them.

Neverslip Calks are not to be confused with inferior imitations. We protect the dealer and user. They are marked with a Red Tip to distinguish them from other brands. Protect yourself by looking for the Red Tip.

Our booklet T gives full details. We will send it immediately upon receipt of your request. Drop a card now to our Canadian Office.



CAN CHANGE IN TWENTY MINUTES.

The Neverslip Manufacturing Company

U S. Factory: NEW BRUNSWICK, N.J.

Canadian Factory and Office:
559 Pius IX Ave., MONTREAL

"QUICK MEAL" WICK OIL STOVES



WITH GLASS FOUNT

Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

Also, "Quick Meal" Evaporating Gasoline Stoves.

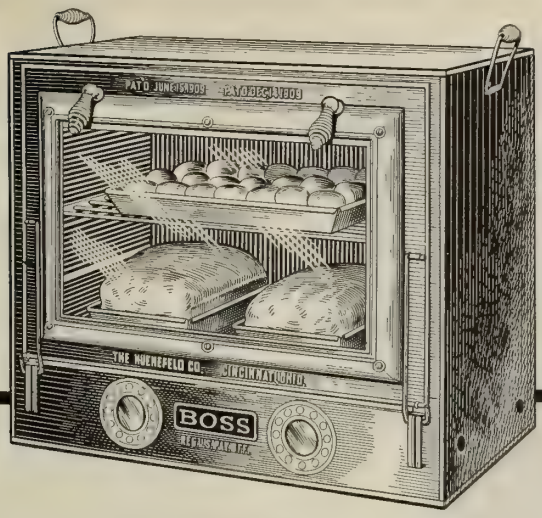
The JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT. - WINNIPEG, MAN.

Agents for Canada

BOSS OVEN

GLASS DOOR



GUARANTEED

No. 750

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.



FOUR BURNER LOW WITH GLASS TANK

The HUENEFELD CO., 6000 Valley St., Cincinnati, Ohio



There are many features

which have been embodied in the construction of

The BANNER Furnace

which we claim are distinctively superior to nearly all other makes of furnaces. For instance we have a solid cast iron **Combustion Chamber.** There can be no question about the advantage of a cast iron dome over one made of steel. It is more durable, will remain hot and radiate heat long after a steel dome has cooled. It is **corrugated,** thus securing greater radiating surface and allowing for free expansion and contraction.

Just a few of the other leading features:—

Large, roomy ash-pit fitted with an ash-pan.

Four triangular grate bars.

The Direct Draft Damper, which is fitted with an Automatic Gas Damper. Flanged Fire Pots. Made in 5 sizes.

Our catalog contains full particulars. We'll send it upon receipt of a card. Write!

The Galt Stove & Furnace Co., Ltd.

Galt, Ontario, Canada

For YOUR Good

It will be to YOUR interest to handle

RONUK FLOOR POLISH

BY APPOINTMENT TO HIS MAJESTY THE KING.

The use of Ronuk in the Royal Palaces and in a large number of institutions in Canada attests its superiority.

WHOLESALE DISTRIBUTORS:

Cochrane Hardware, Limited, at Sudbury, Sault Ste. Marie, and North Bay, Ont.
The Marks, Clavet, Dobie Co., Limited, Port Arthur, Ont.
Chapples, Limited, Fort William, Ont.
The J. H. Ashdown Co., Limited, Winnipeg, Man.
The Brandon Hardware Co., Limited, Brandon, Man.
Miller Hardware Co., Limited, Portage La Prairie, Man.
Armstrong, Smyth & Dowswell, Limited, Regina, Sask.
The Wildren Moir Sales Co., Edmonton, Alta.
Douglas & Co., Ltd., Amherst, N.S.
Sumner Co., Moncton, N.B.
Manchester-Robertson-Allison, Limited, St. John, N.B.
W. H. Thorne & Co., Limited, St. John, N.B.
Robertson, Foster & Smyth, Limited, St. John, N.B.

Ronuk is a polish different from ordinary wax or varnish. Its results are so superior in every way that everyone who purchases a tin from you will become a fast friend to your store.

To make that first sale for you we are conducting an extensive advertising campaign throughout Canada. Ronuk will be known to everyone and the dealer who carries it will reap the benefit.

Ronuk retails at 10c, 20c, 35c, and $1.00 the tin.

For further information, prices, etc., write

RONUK LIMITED

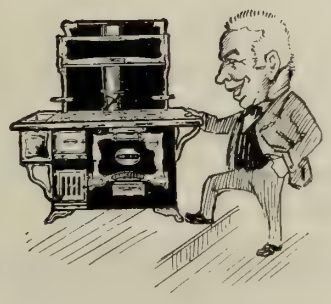
Factory: Portslade, England

Canadian Head Office - 53 Yonge St., TORONTO

38

"So far as Stove-Selling is concerned, the Economizer is a greater invention than Wireless"

SAM OVEN.



When it comes to real scientific perspicacity, of course wireless telegraphy is an easy first.

But as an article of general-three-times-a-day-and-all-night-utility, the Gurney-Oxford Economizer gets the women's votes.

And each has its use. I wouldn't go across the ocean on a boat that wasn't equipped with wireless. Nor I wouldn't cook on a stove that wasn't equipped with an Economizer.

And the women that cross the ocean are as one to a thousand compared with those who have meals to prepare.

So from our standpoint, yours and mine, the Economizer has it.

The Gurney-Oxford Economizer saves one ton of coal in six. That's a selling argument *de luxe*. Never overlook that point in selling.

The Economizer is four or five dampers in one. It's a medium for the conservation of time, trouble and expense.

Tell your customers about it. Show them how it works. It's good, profitable salesmanship, because when she knows how it works she won't be satisfied with any stove that hasn't an Economizer fitted to the stove pipe, and NO OTHER STOVE HAS.

Try this out, and see if I'm not right, because like Al Jolsen's cigar lighter, "It works."

Sam Oven,
with the Gurneys.

The Gurney Foundry Co., Limited

ESTABLISHED 1843

TORONTO GURNEY-OXFORD **CANADA**

The Strap and Blade Point

are the parts of shovels that give out first WITH ONE EXCEPTION—

Lundy Shovels

The strap and blade point of the Lundy are made of crucible steel and are extra strong.

Extra strong shovels mean increased prestige and profit for you.

We have taken great care in finishing so as to make our shovels **attractive.** We make them in **three grades** to completely meet the requirements of the trade.

If you cannot procure them from your jobber, write us. **We guarantee quick shipments and satisfaction.**

Ask for our Patent Split D Handle.

The Lundy Shovel & Tool Company, Limited

General Office and Works: Peterboro, Ont.

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse, of Alberta, Ltd., Calgary; B. C. Equipment Co., Vancouver, B.C.; Colonial Varnish & Color Co., 20 Francis Street, Toronto, Ont.

'HOMCO' Brand Seed Oils

CASTOR OIL
RAPESEED OIL
SOYA BEAN OIL
RICE OIL

Manufactured by
THE HULL OIL MANUFACTURING COMPANY
Hull, England

For quotations ex stocks in Canada or for import write

B. & S. H. THOMPSON & CO.
LIMITED

Canadian Representatives

MONTREAL TORONTO WINNIPEG



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

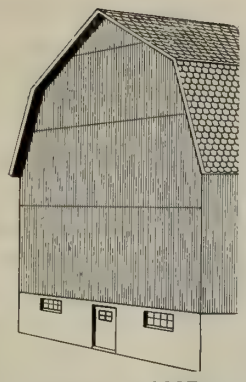
We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.



FOR THE ROOF.
"Eastlake" Steel Shingles.
Anyone can roof a building with "Eastlake" Steel Shingles. Less work, less trouble, less time, and practically everlasting.

FOR THE SIDES.
Corrugated Iron, "Metallic"! Made staunch as armor plate.

FOR THE LIGHT.
Acheson Barn Roof Lights let all the light in and ventilate as well.

FOR VENTILATION.
The Halitus Ventilator caps them all.

FOR THE HOME.
"Metallic" Ceilings and Walls, beautiful, durable and fire retardant.
"Metallic" Brick, Stone or Metal Siding.

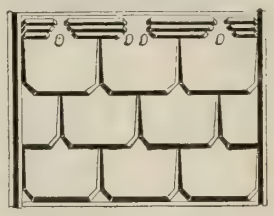
Sell the Farmers in your vicinity "METALLIC" Barn-Covering Materials—

Make these discerning men have cause to be thankful that they dealt with you

We have spent our whole business life—1884 to 1914—in making quality goods only. No inferior Materials have ever left the "Metallic" factory. We state this positively, because we have never allowed "Metallic" quality to deteriorate. The patented features of "Eastlake" Steel Shingles are the counter-sunk cleat and the full length telescopic side lock and gutter. If quality alone had not put "Eastlake" Steel Shingles in the lead, these fine features would have accomplished almost as great a success.

We will enable you to give the greatest value for each Dollar invested in a Barn or House.

THE "EASTLAKE" STEEL SHINGLE

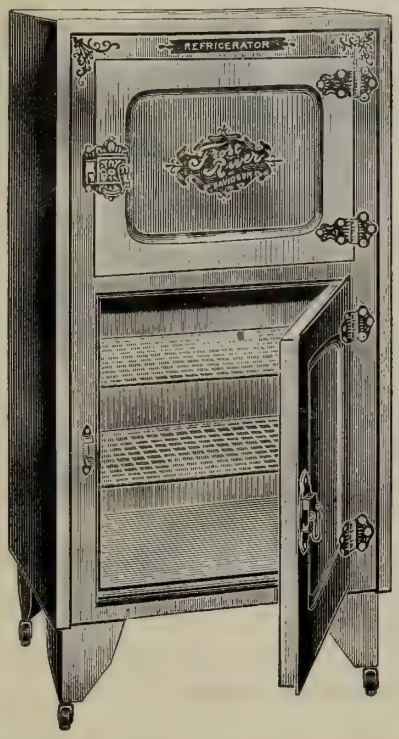


The METALLIC ROOFING CO. LIMITED

TORONTO, King & Dufferin Sts. — Manufacturers, Established 1884 — WINNIPEG, 797 Notre Dame Ave.

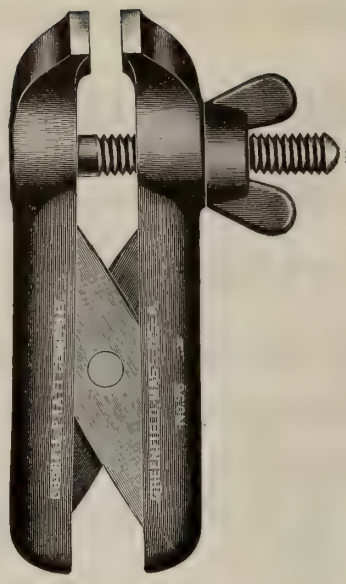
Write for literature and terms at once—take advantage of the season.

Davidson's Frost River Refrigerators



Made Entirely of Sheet Steel—Galvanized.
100 per cent. better than wood—More Sanitary.
Will Not Crack, Shrink, Fall Apart or Decay.
Locks, Hinges and Handles solid polished brass.
Heavily Insulated—Uses less ice—Are colder.
Will last a lifetime.
Dainty, Neat and Clean Looking.
Beautifully finished in French Grey baked enamel with Snowy-White Food Chamber.
All Inside Parts are Removable.—Easily Cleaned.
Three sizes—Fully guaranteed—(Write for prices.)

The Thos. Davidson Mfg. Co., Limited
MONTREAL TORONTO WINNIPEG



Goodell-Pratt's

No. 96

The Jaws are always parallel. Jaw Faces are scored and case-hardened.

1500 Tools—Catalog Free

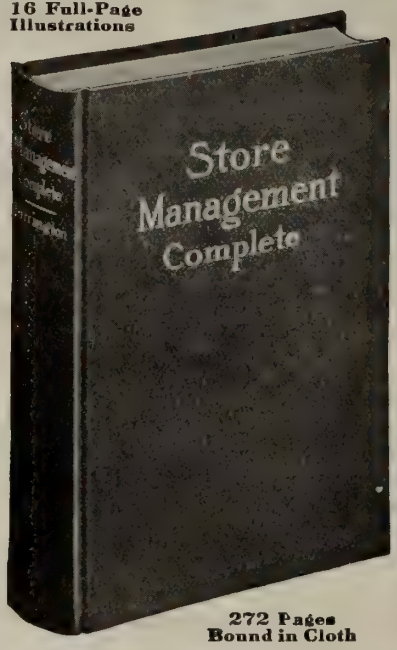
Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS, U. S. A.

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK BY FRANK FARRINGTON

A Companion Book to Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

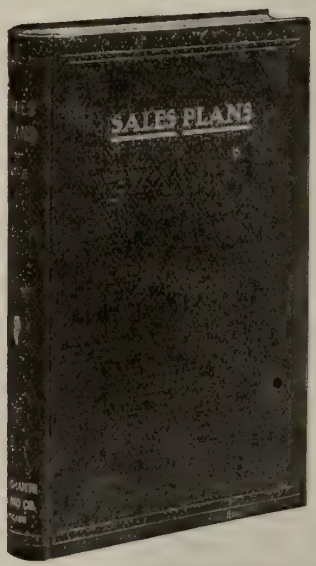
ABSOLUTELY NEW

JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

Every Ambitious Merchant



SHOULD READ

SALES PLANS

A collection of three hundred and thirty-three successful ways of getting business, including a great variety of practical plans that have been used by retail merchants to advertise and sell goods.

PRICE $2.50

Sent postpaid only on receipt of price.

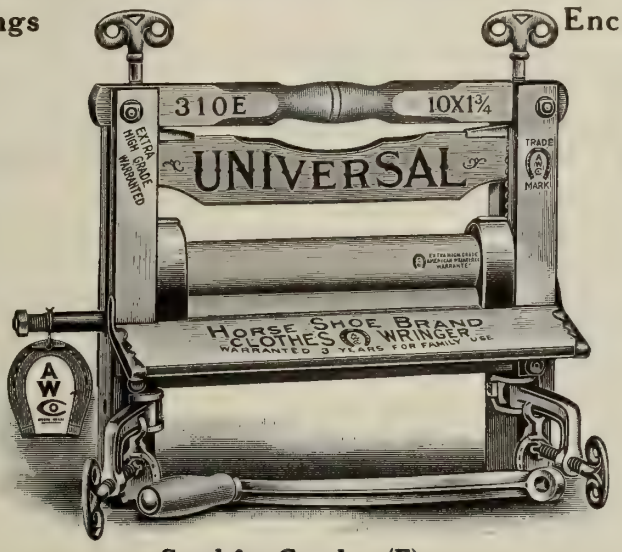
TECHNICAL BOOK DEPARTMENT
MacLEAN PUBLISHING CO.
143-149 UNIVERSITY AVENUE :: TORONTO

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs — **Enclosed Cog Wheels**



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

Easy Sales— Big Results

The quality and durability of our Safe Lock Shingles and Acorn Quality Corrugated Iron is hard to equal.

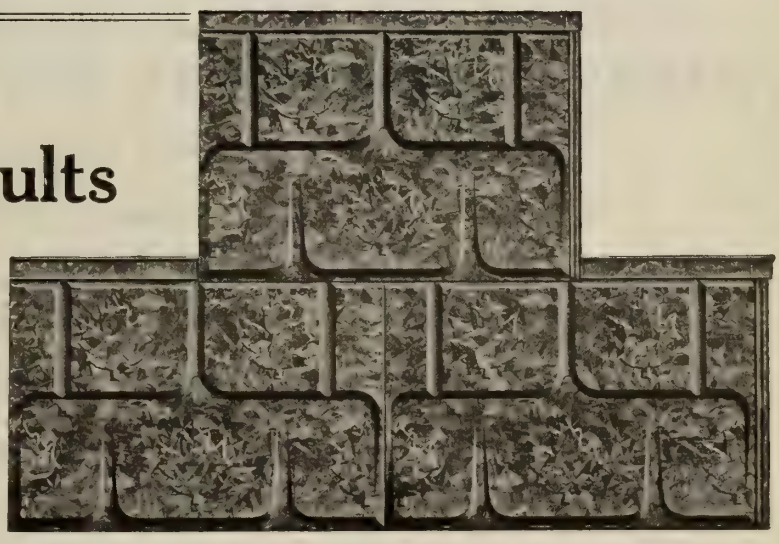
Therefore you can safely canvass your section and tell prospective builders of the wonderful and superior economy that prevails in the use of these materials.

Let us know as soon as you think you have a party interested and we'll help you close the sale by sending the prospect educational, forceful business letters.

We want a good live agent in every vicinity —you're the man for yours.

The very best of service and satisfaction are guaranteed.

Write for our Special Agency proposition.



Safe Lock Shingles and Acorn Quality Corrugated Iron

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG SASKATOON CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY COMPANY, Limited
TORONTO and WINNIPEG



Leonora Pattern, one-half actual size

McGLASHAN, CLARKE CO., LIMITED
Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

High-Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

Your Jobber has them. Ask him

THE WHITE MOP WRINGER

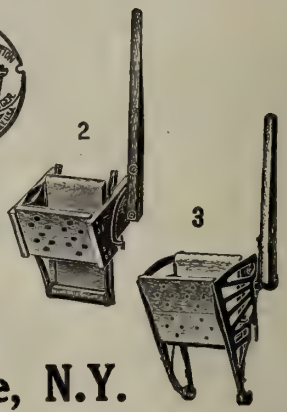


always bears this trade-mark

LOOK FOR IT.

Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle for Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, .22 short and long. Strong shooting, high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning; the only tool needed is a screw-driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) **P.O. Box 580, Montreal, Canada**

The Last Word



No. 1003
Single-Speed Drills
up to ¼"

No. 1005
Two-Speed Drills
up to ½"

"YANKEE" BENCH DRILLS

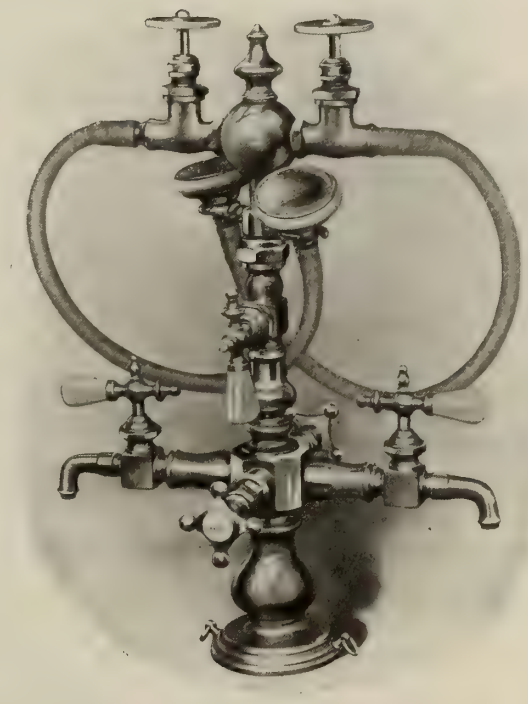
The distinguishing features of this drill are its strength, convenience and rapidity of operation. The automatic friction and ratchet feeds give the operator the free use of one hand to hold the work. With these distinctive features the "Yankee" is at once the quickest and most desirable Bench Drill made. A Baltimore Jobber writes:—"We sold two Drills No. 1005, which you shipped on the 17th ult. as soon as we showed them up. Ship us two more."

Your jobber will supply you.

North Bros. Mfg. Company

Philadelphia, Pa.

PROFIT IN PLUMBING SUPPLIES



There is good profitable business to be had in the sale of plumbing brass goods when the line you handle is a customer-producer. We have managed to work abiding customer-satisfaction into our line. It has been there now for over thirty years; it has enabled us to build up the largest business of this kind in the Dominion; and it will help your balance at the end of the year too. Better get our catalogue.

TRADE MARK J.M.T. REGISTERED

The J. M. T. (*James Morrison, Toronto*) trade-mark stamped on our products is a guarantee that the quality is the highest; it is a guarantee of satisfaction.

THE JAMES MORRISON BRASS MANUFACTURING CO., LIMITED

93-97 Adelaide St. W., Toronto, Canada

THE FAMOUS ENGINE— ELECTRIC—

ONE MINUTE LINE OF WASHING MACHINES

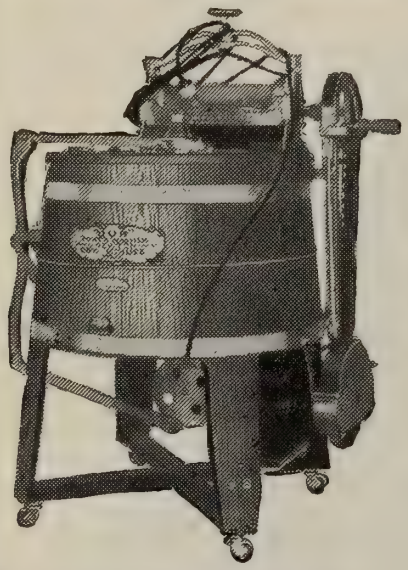
WATER POWER

HAS ENTERED CANADA AND IS BEING SOLD ONLY ON THE EXCLUSIVE AGENCY PLAN

ONLY ONE DEALER IN EACH TOWN---TERRITORY IS GOING FAST

IF YOUR JOBBER DOES NOT HANDLE THEM, WRITE US AT NEWTON, IOWA
DO NOT CONFUSE THIS WITH ANY OTHER MACHINE. THESE ARE THE

ORIGINAL ONE MINUTE POWER WASHERS



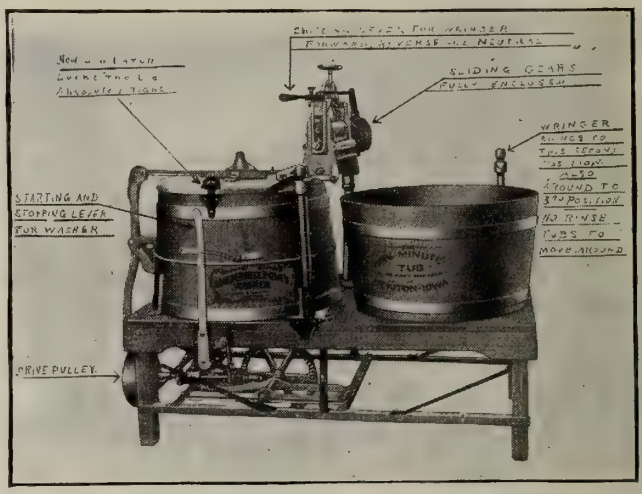
which have had such a phenomenal sale in the United States. They have stood the test of time.

We also build and sell the famous One Minute Grain Grader and Cleaner, also the One Minute Low-Down Manure Spreader.

Write us today for Catalog, Prices and Terms to Dealers.

ONE MINUTE MFG. CO.

NEWTON, IOWA U. S. A.



SWINGING WRINGER PLATFORM WASHER

Would you like a

UNIVERSITY EDUCATION?

Scattered up and down this great country of ours there are a number of young men who have the ambition to **make good** in every sense of the word, to whom a University training would act as a spur to greater success. If you are one of these ambitious, go-a head young men, we offer you the opportunity to realize your ambition.

Our proposition has already helped many, let it help you. The work is pleasant and healthful, besides the training we give you in salesmanship will always be of great service to you in whatever work you finally engage in.

In every city and town in the Dominion there are many business men and private residents who would appreciate your interest in bringing

MACLEAN'S MAGAZINE

to their notice. It is **the** Magazine of Canada and is winning its way into the confidence of every Canadian reader of high-class matter.

A liberal commission is allowed on all subscriptions, and the spending of a few hours a week will easily enable you to realize your ambition and enter the University next fall.

If you are interested, write us at once and we will forward full particulars.

MACLEAN PUBLISHING CO.

143 University Avenue Toronto, Ont.

"CANUCK" Bread Mixer



A Canadian Product of a Canadian Firm for the Canadian People

JUST COMPLETED. NOW BEING SHIPPED.

Two sizes - - - - - - - 4 and 8-loaf capacity

Pail made of heavy re-dipped stock—fittings of malleable iron, heavily coated with block tin.

Clamp, cover and book of instructions and recipes with each machine.

Packed ½ doz. in a wooden box.

"CANUCK" Bread Mixers are intended to be sanitary helps and labor-savers in the household, and are simply constructed, with a view towards efficiency and speed. Anybody can operate a "CANUCK" and get perfect results right from the start.

"CANUCK" Bread Mixers have no rival in the Canadian or any other market.

Order a sample machine with next goods and judge for yourself.

Advertising folders will be furnished on request. Say how many.

E. T. WRIGHT COMPANY, LIMITED

HAMILTON, CANADA

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

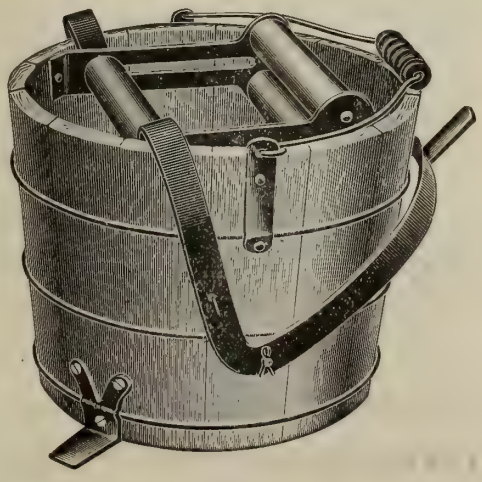
WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

Mr. Dealer:-
Hitch Your Wagon To This Star

Your reputation as a seller of sheet metal products is made out of the same quality materials as you furnish to your customers.

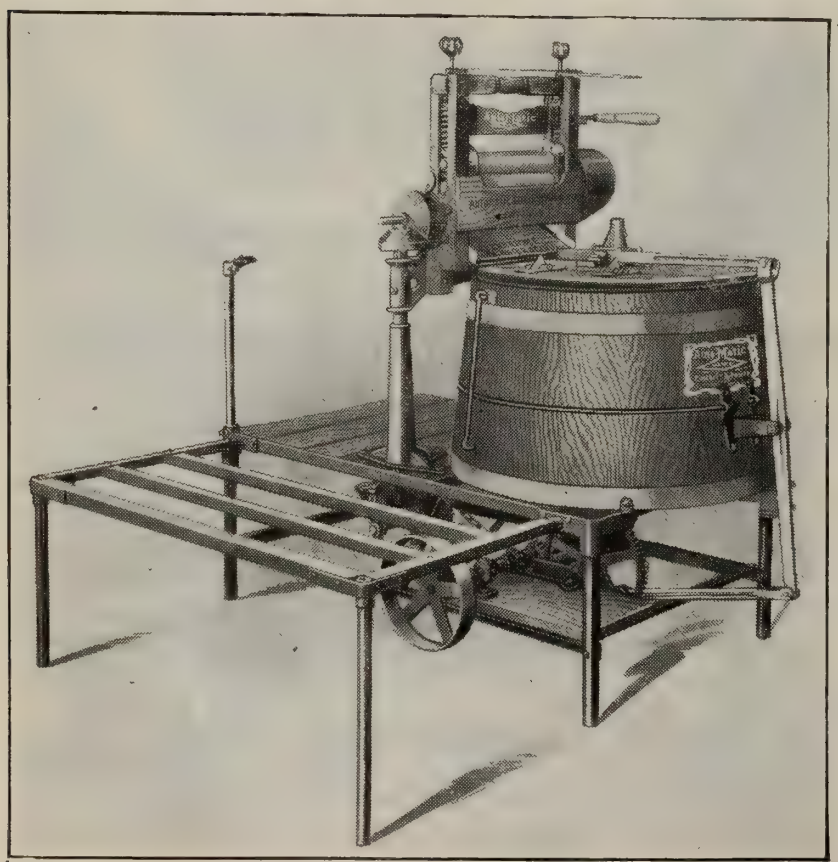
There is no more durable, more efficient or more honest sheet metal made from iron ore than Toncan Metal. It combats corrosion.

Your customers deserve Toncan Metal Sheets, Roofing, Trough, Pipe, etc.

The Pedlar People Limited, Oshawa, Ontario CANADIAN DISTRIBUTERS

The Stark Rolling Mill Co., Canton, Ohio, Mfrs.

TONCAN METAL



Automatic Bench Power Washer. (Also made in Electric type.)

AUTOMATIC BENCH WASHER
Buy it in Canada

Here is the most complete Power Washer ever made. Wash and wring at same time or do either alone. Wringer swings to any desired position. Reversible drip board. Feed from either side. The control is always in easy reach. It has the safety release. No danger.

Room for more than one operator to work. It reduces the labor of wash-day to the minimum. It does the work while the women supervise. GRAB THIS. IT IS MAKING A BIG HIT AND IS VERY POPULAR WHEREVER SHOWN.

No other power washer has a chance where the AUTOMATIC is shown. Solid, substantial and honestly made. It will last for years. Bench is angle iron and gas pipe. Has the highest class wringer that money can buy. None better made.

The AUTOMATIC has tangible superiority. You can see it and make your customer see it. He buys the AUTOMATIC because he believes that it is worth the money.

This type made in Electric also. With the Automatic Power and Electric washers on your floor you can control the trade in your town and vicinity.

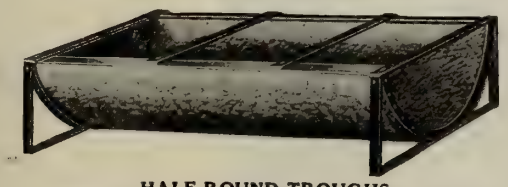
A handsome colored book of 32 pages gives full washing machine information. It is called Bulletin 107. Ask for it. It is free.

Sold by Canadian Jobbers.

Automatic Electric Washer Co., Inc., - Newton, Iowa

Sell Heller-Aller Goods

They pay good profits, and the quality insures satisfaction



HALF-ROUND TROUGHS

These tanks have a steel frame or truss at each end. They are built to stand up under the abuse to which such goods are subjected

Our oil and gasoline tanks are made of galvanized steel, and they will stand a lot of hard usage.

Screw caps opening on top to fill up by and a faucet in the side near the bottom to draw off contents. Prevents loss by vibration.

Our tank catalog will give you full information on these and many other styles of tanks. **Write for it.**

The Heller-Aller Co., Windsor, Ont.



OIL AND GASOLINE TANKS

The HANDY Rope Tie

A good thing for horsemen—and you

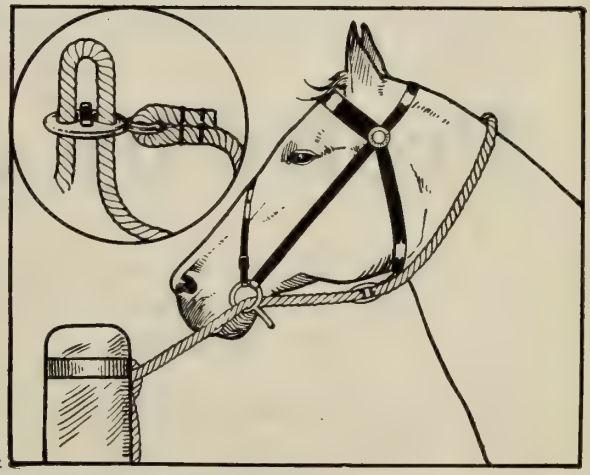
Simple, convenient and inexpensive. Slips over the bridle for outside tying, or can be used for tying in stable if desired.
Fitted with ring and tongue attachment, which **prevents a strangle hold.**
Three times as strong as the snap and ring tie, and just as easy to use.
Prices: 7-16 in. rope, $1.75 doz.; ½ in., $2.20; 9-16 in., $2.70.

Retail 25c, 30c, and 35c each.

Drop us a card to-day, asking for full information. Will send sample for 10c in stamps to help pay postage.

Catalog Sent Free on Request

G. L. GRIFFITH & SON, Stratford, Ont.



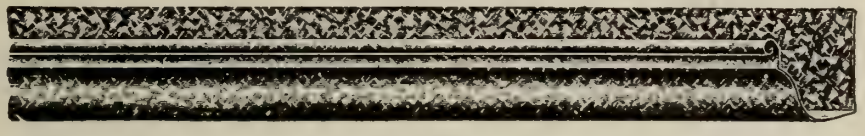
Round Bead Eavestrough is better and stronger than any other style and ours is the neatest you can get

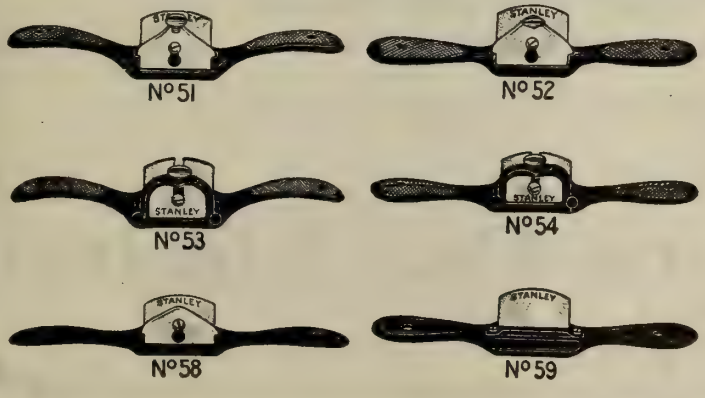
Eavestrough, conductor pipe, elbows, valleys, ridge roll, skylights, ventilators and

Corrugated Iron

WE SHIP WHILE OTHERS ARE THINKING OF IT

WHEELER & BAIN - - - - - **Toronto**





Stanley Tools

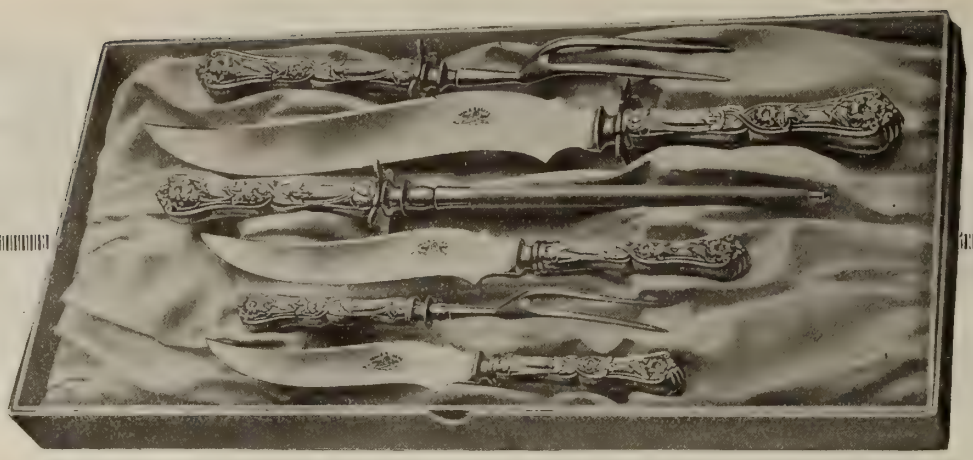
"BAILEY" IRON SPOKE SHAVES

a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



No. 5406. Grenoble Hollow Handle Carving Set. 6 Pieces.

Profit by June Weddings

By having a few of these beautiful display sets in your window you'll catch much trade that would otherwise go elsewhere.

A set of this type, put up in a beautiful silk-lined leatherette case, will make a very favorable impression with your customer.

Wm. A. Rogers Brand Silver Plated Ware

The fact that the goods are stamped with the Wm. A. Rogers trade-mark signifies:

—that they are most heavily plated on a 21% Nickel Silver base.

—that the parts most exposed to wear are specially reinforced with an additional heavy plate and that they are unexcelled both in design and finish.

Write us for Catalogues showing our Flatware and Hollow Ware lines.

Canadian Rogers Co., Limited

Toronto Winnipeg Vancouver

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, MAY 23, 1914. No. 21

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HARDWARE AND METAL

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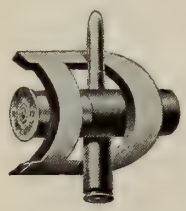
UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234; Boston, C. L. Morton, Room 733, Old South Building, Telephone, Main 1024; Cleveland, T. E. Klein, 1246 Thoreau Road, Lakewood.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

SUPPLY—DEMAND

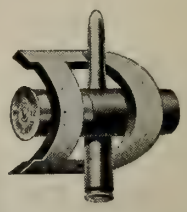
That there are more Dominion Shells sold than all other brands is a proof of the demand. That all Jobbers carry a complete stock of Dominion Cartridges is a guarantee of a sure supply.

Large production does not necessarily mean superior goods, but superior goods result in large production.



Dominion Ammunition

MADE AND LOADED IN CANADA



Should have a prominent place on your shelves, for your demand will be for the Dominion Brand.

Are you getting the increase sale of Ammunition, Guns and Supplies from the local gun club? If the club needs gingering up, let us know, and we will send a representative.

Dominion Cartridge Company, Limited - Montreal

The Wearing Quality of



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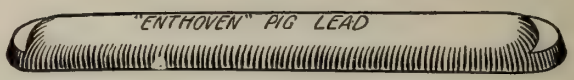
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MONTREAL

HARDWARE AND METAL

Vol. XXVI. MAY 23, 1914 No. 21

Many Innovations in New Store of Philbin Co.

The M. Philbin Hardware Co., Montreal, Burned Out Last January, Again Doing Business in a Store That Has Many Novel Innovations—Various Methods of Showing Goods.

Written for Hardware & Metal by M. Philbin, of Philbin Hardware Co.

TO profit by the experience of thirty-four years in the hardware trade and to build a bigger and better business for the future, was the task that confronted me when my store was completely gutted by fire on January 6, last. When the 'all out' alarm was rung in by the firemen nothing was left of the fine stock of hardware but a mass of charred wood and twisted and rusted metal. The fire had its origin in the basement and it made a complete job of ruining stock and fixtures.

On March 19, or just two months and 13 days after the conflagration the rebuilt and remodeled Philbin store was opened on the site of the old one at 362 St. Catharine street west. The store has a frontage of 25 feet, but widens out to 27 feet, 6 inches, about a third of the way back, this extra space being obtained where a stairway which leads from the front to the upper part of the building, terminates. The depth is 72 feet and the ceiling is 14 feet in height.

As far as possible every inch of space in the store has been utilized to good advantage. The fixtures on both sides extend from the floor to the ceiling but



Interior view of the Philbin hardware store, Montreal, Que., arranged by Max J. Lebeaux.

the layout and general arrangement is such that there is no appearance of over-crowding, but rather a comprehensive showing of all the lines that are carried by an up-to-date hardware store.

With the limited amount of space available one of the problems was to show all lines and yet not take up too much room with stock. This was solved by converting the basement into a reserve stock room with all lines laid out conveniently so that anything could be readily reached. A description of this basement will be given further on, but in the meantime a word picture of the main store will probably be of interest.

The entrance is between two windows, each 9 feet 6 inches in width. The windows slope inwards with glass on two sides, as may be noted from the accompanying photograph. In addition to the window proper there are two small showcase windows next to the sidewalk. These were an afterthought. The idea occurred to me that I might just as well have a glass front put in there as to have wooden panels or a thick glass light for the basement. The basement needed artificial light anyway, so the idea of a show window was adopted. I think it would have been an improvement if I had had prism glass put along the inside front of the main window as it would have made the under windows brighter, but that thought came after the window had been finished so it was not carried out. The entry is tiled.

Along the left wall are the shelves and boxes for shelf hardware with high glass-fronted cases, equipped with sliding doors, at intervals. One of these cases, at the front, has a display of saws; another further along has hammers displayed in racks, and the third is occupied by plasterers' tools. The glass rack is situated at the extreme rear. Silent salesmen showcases for cutlery, tools, etc., are placed down this side and serve as counters. The cash register and wrapping counter are about midway, while at the rear of these is a general counter and the glass-cutting board.

On the right are glass-fronted high wall cases for the display of brass and nickel goods, electric utilities, bathroom fixtures, etc. These cases occupy about 21 feet of space. The second section on this side is occupied by shelving for general household goods and in front of it is a large floor fixture for kitchen ware. The rear section is taken up with a clothes room for the employees, and the outer walls have sample boards for garden tools, etc., and nail bins. Additional nail bins are also located across the rear wall.

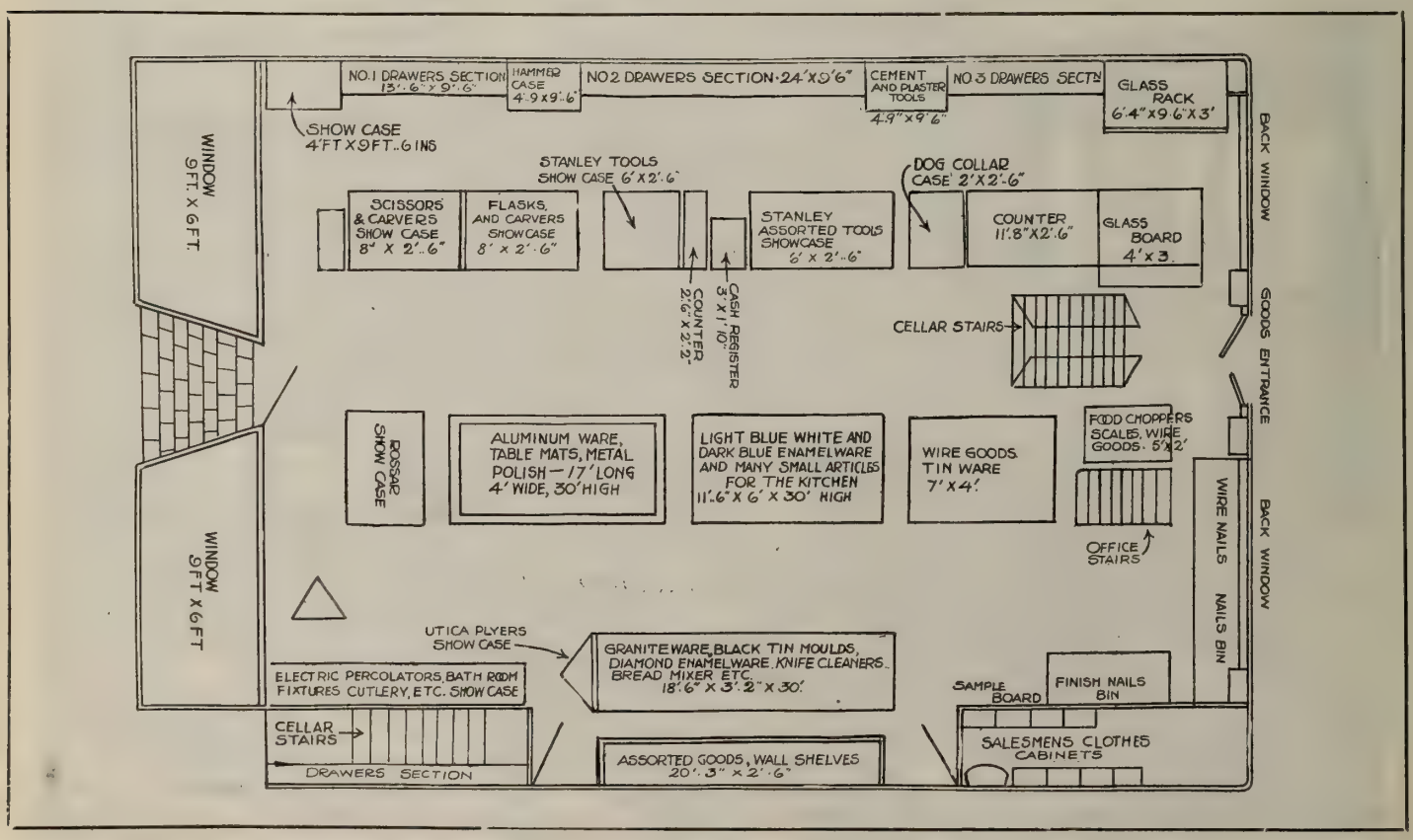
A silent salesman showcase for razors has its place almost directly in front of the entrance, and back of it are three large tables for aluminum and graniteware, wire goods and smallwares. Food choppers, scales, etc., are shown on the side wall of a stairway which leads to an office built up at the rear.

The office was designed and built by myself, and the total cost was inside $25. It has a framework and supports of iron piping, has hardwood floor and is lined underneath with half-inch sheathing; has a glass partition at one side and the front, affording an unobstructed view of the entire store. From my desk there I can see all that goes on in the store and can note if customers are being properly looked after. It seems almost incomprehensible that such a structure could be erected for less than $25, but I kept a close account of every item and it was within that figure, even including the painting and graining of the woodwork. Or course it has to be taken into consideration that much of the work was done by myself, personally.

The location of the paint department in the store is rather unusual. It occupies the space above the shelf hardware on the right side of the store, there being room for four shelves up by the ceiling. The photograph of the interior which is shown herewith, gives an idea of the manner in which this space is utilized.

Method of Showing Cutlery.

In the base of the front fixture on the right is a unique arrangement for showing samples of cutlery. A series of thin trays made of quartered oak with brass handles on the front and lined with green felt set the goods off to splendid



Plan drawn by Max J. Lebeaux, showing interior arrangement of the Philbin store.

advantage. The trays vary in size, the top one being the narrowest and each succeeding one a little wider. This affords a partial view of the contents of each tray and adds to the display effect. samples of knives, forks, spoons, etc., are laid out in these trays, each bearing a small gummed label with number, cost and selling price. Reserve stocks are kept in the basement. When a customer wishes to see cutlery these trays can be pulled out, placed on a sliding shelf above the fixtures, and an opportunity afforded of selecting the style desired. A choice having been made the goods are procured from the stock room in the basement. This arrangement saves space in the main store and also allows a number of patterns to be shown at one time.

The basement door is situated on the right, just back of the first wall case. On the inside and outside of the basement door, on the walls at the side and on swinging panels attached to the walls are samples innumerable. Take for instance wooden chair seats. instead of showing these singly to a customer they are shown in sets.

Displaying Chair Seats and Brushes.

If a customer asks for a chair seat and is not sure of the size, we take one of these sets, round, square or other shape, as the case may be, and a selection of the proper size can be made. As you will see, these five or six sizes are fastened together with a screw through the centre and half-a-dozen take up only about as much room as one would. A screw eye fastened in the largest one permits hanging them here where they are easily accessible. Each size is marked with price and number and stock is kept in the basement under corresponding numbers.

Shoe, stove and scrub brushes, counter brushes, dusters, etc., of all kinds, are kept in spring holders on the wall. They are easy to get at and there is no trouble with twine loops and hooks, the brushes are just pressed into the holders or pulled out as wanted. These holders are similar to those used for holding brooms. Samples of keys are shown on swinging panels against the wall, also curtain fixtures and similar small goods.

Down one side of the basement stairway are brooms and mops in snap holders, and on the other side of the stairway are small compartments for bolts, nuts and lag screws, etc.

The basement is laid out in two long aisles with cross aisles, 3 feet 6 inches in width. Here the reserve stock and the goods which are sampled above, are kept in orderly array so that anything can be found instantly. Dusters, axe handles, and similar goods are arranged in racks; chair seats have a



Window display in the store of M. Philbin, arranged by Max J. Lebeaux. Showing how lower section of window has been utilized.

section of narrow shelves for the different shapes and sizes; shovels, hoes, rakes, etc., are arranged in racks; window screens and doors have a special compartment, and various small goods are arranged in shelves according to departments, such as nails, graniteware, paints, galvanized ironware and so on.

Displaying Rope.

Garden hose is suspended on reels at the end of one of the long aisles, so that it can be unwound and measured. A unique arrangement for handling rope is installed. The coils are mounted on revolving stands and the ends of the different sizes are passed up to the rear of the main store through holes in the floor. By this means the rope is quickly obtainable in the main store without the sacrifices of space there for it.

The rolls of screen wire are placed on wooden rollers above a bench so that it can be measured and cut quickly. Even the spaces between the rafters, are utilized for stocking mops, brooms, handles, curtain stretchers and similar goods.

It is, of course, difficult to describe all of the many features one sees in the store. I never hesitate to put into effect any scheme that I think may be of benefit. I always carry a small vest pocket note book in which it is my custom to jot down any new ideas I see or think of. If I see a stand or a fixture somewhere that I think might be adapted for some department in this business, or if an idea for something new or different occurs to me it goes down in the little book, and though it may not be used or acted upon at once, I usually find it comes in handy later on. So it is when I am asked for some line of goods that is new, or that I do not carry in stock, a memo is made of it, so it will not be forgotten, for memory is treacherous.

I am a firm believer in the value of advertising. I look upon the store windows as one of the biggest advertisements, and have the displays changed several times a week. I might relate an incident that occurred recently on a Saturday night just after the reopening. Having been out of business for a couple of months and then reopening with a different style of front (in the old store the door was at one side, instead of in the centre), I figured that many old customers would not recognize the new store. I arranged a special display of food choppers and engaged a young lady to demonstrate them in one of the windows. The idea was such a success that a policeman could not keep the crowds moving on the sidewalk and he ordered the demonstration stopped. However, my purpose had been accomplished and I had helped put the Philbin store on the map again, for hun-

(Continued on page 51.)

HARDWARE AND METAL

VOL. XXVI. No. 21 Toronto, Canada, May 23, 1914 Two Dollars per Year

Profit and the Retailer

DURING the Question Box Discussion at the Hardware Convention at Ottawa last February, one of the questions asked was, "Why is it that with a turnover of $15,000 and a stock of $5,000, under reasonable expense, I cannot make a profit? Where are the leaks?" This question was no doubt from a merchant who was up against the same difficulties that are confronting many other merchants in Canada to-day. He attended the question box session for the purpose of securing information—for the purpose of finding out about the leaks that are common to the hardware trade—and no doubt hoped to benefit by getting pointers from the other merchants present, many of whom have at some time or other been in the same position as the hardwareman who placed the question in the box, and who is endeavoring to place his business on a profit-sharing basis.

It was rather surprising to see the lack of interest shown in this question—a lack so conspicuous that it brought President Occomore of Guelph to his feet with the remark that he believed the question should be considered, and answered in sincerity, in order to give the qustioner all the information possible. Mr. Occomore remarked that this hardwareman knew that leaks existed in connection with his business, and hoped to get some information that would help him to plug the leaks. The question was one that could and should have been discussed at considerable length. Many good points could have been brought out, and every merchant present at the meeting would have benefited. There are many difficulties with which the retail hardwareman has to contend and many perplexing problems confront him from time to time. Elsewhere in this issue is an article, "Standing Up For Profits," by Wheeler Sammons. This article deals with a problem which should interest every hardwareman and is one of a number of business articles which will appear in Hardware and Metal. These articles are for the benefit of the retailers and should prove interesting and profitable to many merchants who are in the same position as the merchant who asked the question at Ottawa.

Sheldon and Salesmanship

SHELDON says that salesmanship consists in selling goods at a profit and Sheldon has given a good deal of thought to the question.

Salesmanship is therefore not cutting prices. It does not mean the selling of goods for 99 cents that cost a dollar. Neither does it mean the selling of an article that costs a dollar a dozen for 10 cents each. When overhead expenses are taken out the profit has vanished.

What Mr. Sheldon means is this: In order that there be the element of "Salesmanship" in the passing of an article from one to another, the seller must have a definite margin of profit above the total cost.

How easy it is for cut-rate drug stores, for instance, to have extensive turnovers! Many dealers and clerks have erroneously got the idea that they are salesmen because they sell large quantities of an article, the regular price of which has been cut in two. Anybody can do that. But when a dealer sells an article at a cent above his competitor he must be classed in the ranks of the salesmen.

The Wednesday Half Holiday

ALREADY there are signs of some opposition arising to the closing of stores on Wednesday afternoons during the Summer months. This is based on the same lines as has met the movement throughout its whole course, a loss of business, a bad impression upon visitors seeing stores closed down, and the inconvenience of the public. The matter probably will adjust itself according to the local situation. In a town where "tourist traffic" is light or a negligible quantity, it is likely that the objections to closing as it has existed will not succeed in a return of the old order of open stores. In a few places where there is an influx of visitors during the Summer afternoons, particularly those on inland lakes, rivers or the sea, there may exist a strong enough prejudice against closing down to prevent a half-holiday or destroy one if it now exists. There undoubtedly is a growing feeling in its favor among the clerks who have enjoyed it so far and those employers who have entered fully into the relaxation afforded. A Barrie store has inaugurated a system that may come into favor as a compromise in some districts: half the staff are given a full holiday on every other Wednesday, the others remaining on duty during the afternoon as well as the morning. The advantage of this system, the proprietor points out, is that the clerks are not deprived of the holiday but receive it in double measure half as often, while the town itself and the country around are still served throughout the afternoon. Where the proprietor comes in under the Barrie system was not disclosed: probably being his own "boss," he could take this into his own hands.

The Business Situation

REPORTS from Hardware and Metal correspondents in various parts of Canada indicate that there has been an improvement in business during the past week, due largely to the fine weather conditions which have prevailed. Orders in many lines are still small and buyers are exhibiting caution, but for all that, the total volume of business passing is quite large. In the metal markets conditions have not changed to any great extent. Paint manufacturers report business as being very satisfactory. Retailers are now doing a nice trade in spring and summer lines. Stove manufacturers, while not extremely busy, are finding a ready sale for summer stoves. Some firms have found it rather hard to secure booking for fall deliveries. Collections are showing improvement and merchants generally are more optimistic than they were last week. The Financial Post in an article on the trade trend says in part:

"We do not anticipate that trade will suffer further contraction. Further inactivity industrially is likely to ensue, because of the steadily accumulating stocks of the manufacturers, despite working short time.

"While we do not anticipate greater trade activity during the next month or two, there is but little doubt that given a normal crop there will be slightly better demand for commodities generally towards the latter part of the year. Meanwhile, however, we anticipate quieter industrial conditions.

"Our Halifax correspondent at the eastern and our correspondent at Vancouver at the western extremity of the Dominion, say little change is noticeable in trade conditions. In both cases the general volume is below that of last year; considerably below at Vancouver and slightly at Halifax. In the central portions of the Dominion the volume of trade remains less than a year ago. No increases are reported except from special causes. Generally speaking, business men anticipate some improvement when the summer production begins to find its way to the market."

Cutting Off the Slow Pays

ONE of the greatest drawbacks to more successes in the retail grocery business to-day, is the giving of indiscriminate credit. This is in many cases due to the anxiety of the dealer to secure as much trade in his community as possible. When an applicant, who has paid cash for a month or two asks for credit, he grants the request without first determining in his own mind that he is going to get the money. This is a system that must be discouraged.

Not long ago the writer attended a retail merchants' meeting in a Western Ontario city, and one of the questions brought up was that of credit and bad accounts. At that meeting, one of the prominent members of the association gave his experiences in cutting down bad accounts, which were worthy of being passed on to the entire trade. Last fall, he decided to cut off some five or six customers who had got behind in their accounts during the summer months. He had been trying to get them to pay up before the winter season came on, but of no avail. The accounts were not very large, but he firmly believed that if he had allowed them to run through the winter his losses would have been very much greater. While he did not sell as many goods, he made as much money, and was minus the worry connected with slow pays and bad accounts. As he himself expressed it "the trouble was, too many dealers were too anxious to get the trade, without giving sufficient thought to whether they would ever get the money or not."

Too much care cannot be exercised in this respect. Few will deny that the credit system is the best, providing there are no bad accounts. The point then for every merchant giving credit to consider seriously is that of picking out the wheat from the chaff. This is where a list of questions comes in handy. Every dealer should consider the point of asking those who apply for credit such questions which will have a direct bearing on whether it is the intention or not to pay the account.

Editorial Briefs

STAND UP FOR your profit.

* * *

KNOW YOUR STOCK and save time.

* * *

THERE ARE SPARE moments, use them to study the stock.

* * *

HOT WEATHER is fly weather. Display that stock of fly destroyers.

* * *

PLANS FOR building up trade during the summer months should now be under way.

* * *

THERE ARE TWO ways at least of increasing the net profits—increase the turnover or cut down expenses. Which will it be?

* * *

THE FAILURE OF THE merchant who keeps a dirty, sloppy store in the indolent, shiftless way, means a ten-strike for progress—his trip to the scrap-heap is for the general good—for the betterment and advancement of the industry he would keep in disrepute.

WHEN THE FAKE advertiser is eliminated the merchant who honors his word will have a better chance.

* * *

ENCOURAGE THE CLERK to read the trade paper. The knowledge he gains and the interest it will evoke will be profitable both to him as an employee and you as the employer.

* * *

WHEN ALL ADVERTISING has been elevated to the standard where all advertising can be accepted as absolute facts, the results from advertising will be multiplied several times over.

* * *

KNOWING THE STOCK does not simply mean ability to produce a certain article without hunting for it, but the good salesman will know all the important points about that article.

* * *

INCREASING THE turnover without cutting the percentage of profit or adding to the staff and expenses, should be every merchant's aim. A good provision department will help accomplish this object.

Increasing Business During a Dull Year

Hardware Merchant at Hull, Que., Tells the Readers of Hardware and Metal How He Has Increased His Business This Year — Show Windows Play Important Part.

By Edgar Carriere, Hull, Que., Successor to B. Carriere & Fils.

WHILE it is a well-known fact that building operations have been curtailed, and that business in other lines is more or less dull this year, my business has shown a splendid increase over the corresponding period of last year.

One of the principal reasons for the increase in business is the fact that my prices have been reduced to where they should be, instead of being higher than other merchants, a condition that was apparent in the preceding years. My quotations, understand, are not lower than they should be, for I firmly believe that an article will sell on its merits, and that underselling an article is simply hurting one's business.

My chief aim is to have satisfied customers, as they give my store good advertising, and bring repeat orders and new clients. I have noticed this particularly during the first period of the current year.

While my hardware line is especially responsive, I am always on the look-out for new lines, and have recently taken on a new proposition—namely, a beaver board department, which I must say has helped to increase my profits very materially. I have purchased two carloads of this material within a period of six weeks. This line sells very well, and is ideal for a hardware man, because when customers want it I invariably sell nails, paints, saws, hammers, etc., all of which are necessary in connection with its application.

Not only do I get a nice profit on the board, but also on the other materials.

You will notice in one of the accompanying photographs that I have finished the office throughout with beaver board; this has proven a splendid advertisement. When a prospective customer for this material enters my store I naturally refer him to the office, when he can see exactly the results which can be obtained. Many sales of wall paint are also quickly made by this method of procedure. This style of advertising is half the work in bringing about a sale.

One of the accompanying photographs shows an interior view of my store. You will note that my method is to display everything nicely and neatly, so that a customer coming in can almost see at a glance what he is in need of.

I make my show windows work for me, and they are producing splendid results. The displays are changed every week, and I very frequently hold demonstrations.

I have endeavored to give you a brief outline of the methods I am employing to increase sales during what is said to



Interior view of hardware store of Edgar Carriere at Hull, Que.



Warehouse used for heavy material, by Edgar Carriere, Hull, Que.

be a dull year. In a comparatively short space of time I have been obliged to increase my staff from two to eight clerks, all of whom are busy every minute of the day.

Until recently I had not realized the value of these various publicity methods, but I can honestly recommend them to hardware merchants as being valuable aids in building up a really successful and profitable business.

Another point on which I have not touched is "quick and efficient service" both in the store and in the delivery of goods. If you promise to deliver goods at a certain time, you should do so. A customer once inconvenienced through delay or neglect on the part of the merchant or his clerks will to a great extent lose confidence in a store. I believe that many customers may be lost when neglect is shown in connection with the delivery system.

A good warehouse is a valuable aid in giving prompt service. I am fortunate in having a commodious and well located warehouse, as shown in the accompanying illustration.

Delivery wagons may be backed right up to the doors. The goods are always kept in good order. I believe that a warehouse should be equally as neat in appearance as the store interior.

A neat delivery outfit is also an important essential. Courteous salesmen and delivery men are also a splendid asset for a merchant. Courtesy costs very little and pays big dividends.

NO BUSINESS WILL RUN ITSELF.

"The small things count," said a hardware dealer to his clerks one day. "When a business stops growing it soon goes backward. It is governed by the same principles that govern a plant. A plant, improperly cared for, soon will wither and go to seed. A business that is permitted to take care of itself soon follows the course of the neglected plant.

"Big men who do millions of dollars' worth of business every year always are looking after the small things. They are scheming and figuring out how the million dollar business of to-day may be broadened to a million and one dollars to-morrow. They are not content with letting the business run itself because from experience they know it won't do it. They have to keep their fingers on the details that bring in the pennies and the quarters. They know that once the small coins begin coming in the millions will accumulate.

"We won't let this business of ours go to seed. We will care for it as we would for the plants that decorate our porches at home and our back gardens. Keep the weeds pulled and the business garden free of anything that tends to deaden it.

"A great many people often argue that there is a lot of luck in business. Maybe there is, but it doesn't come to the man who sits in his private office and waits for it to visit his store. If there really is luck in getting trade, it has to be dug out and captured and held fast.

"Holding trade and increasing it, when all's said and done, is not luck. It's enterprise. The man who has ideas is not the lucky man at all times. His ideas are worth nothing if he doesn't put them into action. That he enjoys a prosperous trade is not luck. It merely shows he let the notion of luck strictly alone. The man who develops trade is the man who always is willing to put his own money on his own O.K. Nerve, not luck, makes a business prosperous." —American Artisan.

CATALOGUES AND BOOKLETS.

Maydole Hammers.

The David Maydole Hammer Co., Norwich, N.Y., has issued a 64-page 1914 catalogue printed in English, German, French, and Spanish, illustrating and describing a large variety of Maydole hammers, including adze eye nail hammers, joiners' nail hammers, brad hammers, farriers' driving hammers, horseshoers' and blacksmiths' hand hammers, drill sharpening, engineers', auto ball peen, machinists' ball peen, boiler riveting, chipping, double face riveting, cornice hammers and many others. Copies of the new catalogue will be mailed on request.

Hardware Firms Want Catalogues.

Two new hardware firms have written Hardware and Metal to the effect that they are now ready for business, and wish to secure catalogues from hardware jobbers and manufacturers. The new firms are, Fenn Hardware Co., Dickson street, Galt, Ont.; Trelford Hardware Co., 1036 St. Clair Avenue, Toronto.



View of office in hardware store of Edgar Carriere, Hull, Que.

STANDING UP FOR YOUR PROFIT*

Profit is Not Interest on Investment, it is Not a Salary Paid for Managing the Business — Both These Are Items Which the Proprietor Should Properly Pay Himself as Investor in and Manager of His Own Business.

By Wheeler Sammons.

"PROFITS large enough to cover the time, the rent, and the other charges I have spent keeping those goods make them too expensive for my trade." The owner of a small New Hampshire store was explaining the shelf-worn appearance of some stock to an alert man whose chauffeur wanted gasoline. The two men, both nearly sixty, started in business with stores of about the same size. After forty years, one worries over stickers in a town of three thousand; the other controls a string of big New York department stores and takes long vacations during the summer.

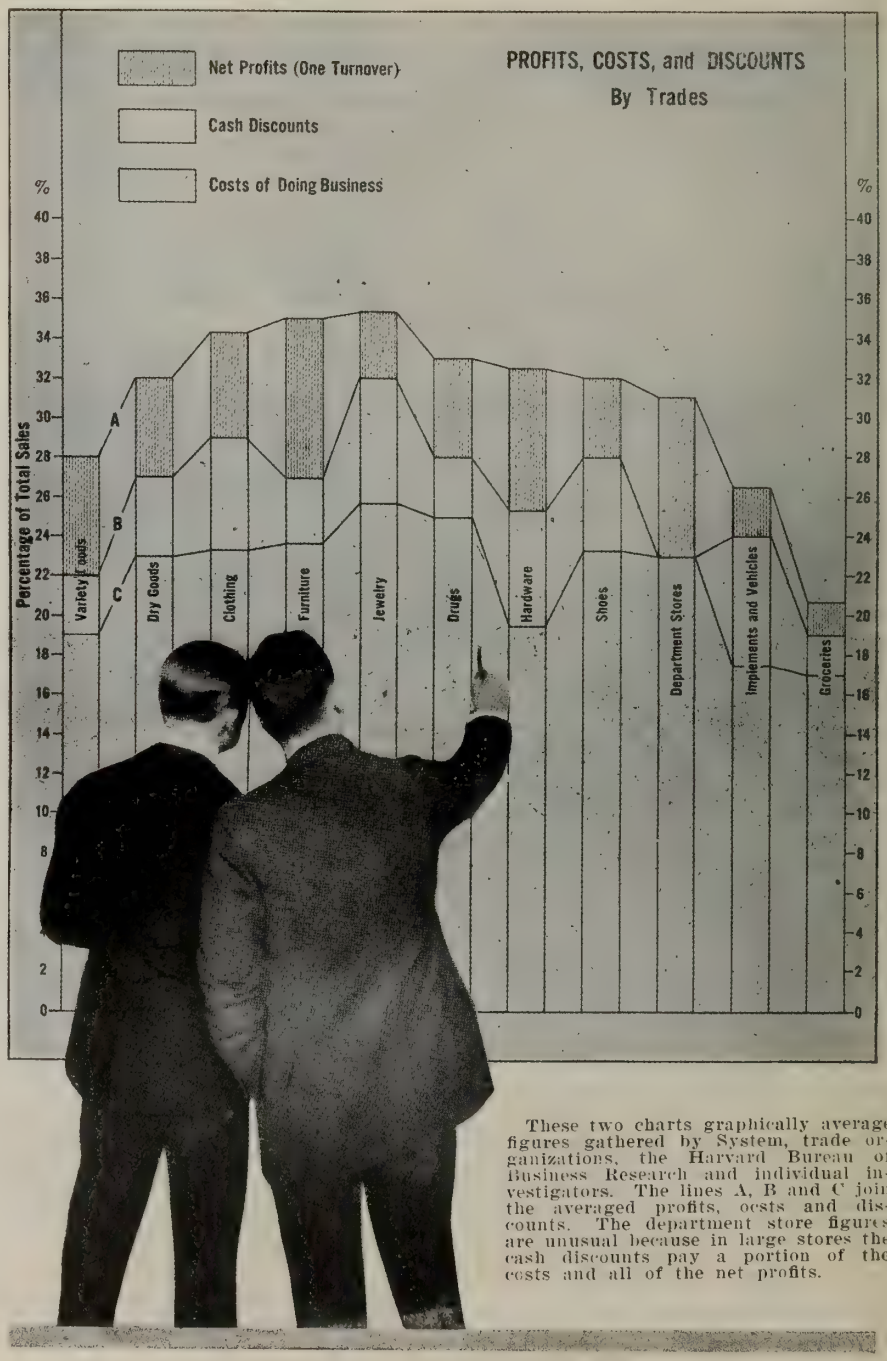
"Here's my card," the tourist laughed as his driver signaled. "Maybe you'll recognize my name. I also keep shop—that's why I asked so many questions. I sympathize with you. Perhaps you'll take a bit of advice from me. Get rid of that old stock at any cost. I fire out everything that stops moving. Hereafter, take losses as soon as stock drags.

"To-day success depends on rapid trading. Remember that you must make six sales in order to carry stock and secure a single profit. Shelf profits are not worth a red cent when it comes to counting net gains.

"I started with a store the size of this. The biggest lesson I ever learned is to consider January the important month and see that it doesn't show an inventory soggy with shelf profits. If these ideas help, you're welcome to them, for that remarkable explanation of why some of your stock is musty will hereafter serve as a horrible example to my department managers."

Here were two ideas of profit—one of a storekeeper who really didn't know what the word meant; the other of a merchant who stood up for a sound profit. The New England retailer who adds running expenses to the cost of stickers, until they approximate the value of their weight in radium, partly typifies many distributers. All in this class hesitate about marking down stock until too late; a few agree absolutely with him and maintain that consumers owe them a profit on whatever they place on their shelves. The New Yorker's success came because he knew that a distributer is only entitled to a profit in return for the risk he shoulders and the talent he puts into his business. He undertakes, by using his capacity, to relieve consumers of the risk of not finding what they want when they want it.

If you have money in the bank, it does not require unusual ability to fill a building with goods, or a factory with raw material, irrespective of demand. That is all the man who simply carries dead stock does; consumers are generous when they pay him a fair wage plus bank interest on his money. He may, it is true, control an exceptional location or face weak competition, and, on account of these circumstances, secure a profit even without demonstrating that he has ability. But profit is the public's pay for risk, and sooner or later a skil-



These two charts graphically average figures gathered by System, trade organizations, the Harvard Bureau of Business Research and individual investigators. The lines A, B and C join the averaged profits, costs and discounts. The department store figures are unusual because in large stores the cash discounts pay a portion of the costs and all of the net profits.

*Reprinted from "System," the Magazine of Business.

ful rival will appear. Then what the inefficient man had thought were his profits shift to the man who actually shows capacity for his business.

What is a sound profit, if it only results, as economists tell us, from talent? In business profit comes as a return over and above fair pay for the routine work involved in keeping a shop, office or factory open. It is not rent for a building owned by the business. It is not interest on the investment. It is not money sufficient to pay all the running expenses and the usual mark-down losses. This is what a profit is: the amount consumers gladly pay the business man doing a more or less risky job unusually well.

The manufacturer who secures a profit in a competitive market controls an organization so well that his costs leave him a margin after meeting competitors' selling prices. The head of a successful insurance agency makes money because he handles his staff with more than average ability. A retailer finds a surplus in his bank account when he merchandises stocks instead of going ahead blindly.

The man who shows no capacity either goes under or merely gets a wage—there is no profit if the customers buy at a price which only takes care of costs to do business and fills at market rates a pay envelope for the distributer.

The successful business man justly demands, and gets, something more as compensation for the satisfactory way he handles his risk. He is entitled to a percentage over and above all the items of his running expenses, plus salary, plus bank interest.

How is the business man to fix the amount of this profit and his other charges? His capacity, the nature of his goods or service, the strength of the consumers' demand, and the intensity of competition are the determining factors. Let us consider each in turn—capacity comes first. Business men, like all human beings, vary in ability. Otherwise there would be a standard salary for business men. But some make millions, others thousands. All degrees of business talent exist above the low limit set by those who get no more than bank interest and a wage out of their enterprises. So capacity determines how much a man will make under the conditions set by the three other profit factors. Just as faces differ, it seldom duplicates.

Whether of small or great capacity, however, each man in business encounters the three remaining profit factors, among which the nature of the goods or service is next in order. Stocks are only worth what they will bring—costs to do business may be disregarded except as a check to prevent losses.

Profits in Various Lines and Trades

Each of the figures assembled below gives either net or gross profits for an actual line, store or manufacturing plant.

TYPICAL GROSS PROFITS ON SALES.

Hardware (large store)	33.33%
Hardware line (jobber made 17%)	31.00%
Hardware store (town of 2,000), (cost to do business 25%)	37.05%
Instalment hardware line	62.00%
Large department store (average for seven years)	24.05%
Mail order house (largest in world)	average 25.00%

TYPICAL NET PROFITS (ON SALES) RETAIL.

Hardware store (town of 5,000)	12.05%
Large department store (average for 7 years)	3.01%
Mail order houses (average three years); two of the largest concerns; cost of doing business of the largest 15%	6.08%
Variety goods store	10 to 12%
Variety goods bargain basement	5 to 10%
Grocery	4 to 5%
Furniture stock	18.00%

Take fifty cents worth of straw, a dollar and a half invested in labor, a two-dollar ribbon—add desired style—and a woman may cheerfully pay twenty-five dollars for the finished hat. A man's straw hat often contains raw material costing about a dollar and sells for five dollars. Therefore, the distributer is able to measure his gains against the nature of his goods, provided he has avoided unprofitable lines by keeping his cost of doing business in mind when buying.

Suppose that Carl J. Ricker, who runs a jewelry store in Emporia, Kansas, takes a trip to Chicago and finds "blue bird of happiness" pins popular there. He carries a stock of them back to Emporia; offers a section of Kansas something attractive it might never have been able to secure if he had not shown get-up and go enough to visit Chicago, in order to widen the scope of his buying ability. If his cost of doing business happens to be eighteen per cent., including a fair manager's salary for himself, and ten per cent. his idea of a net profit, is his correct mark-up on the "blue bird of happiness" pins twenty-eight per cent.? Not for a moment. He has a novelty, a bit of jewelry consumers desire. They will gladly pay him a high profit in return for his progressiveness and capacity in locating it. He may justly take a hundred per cent. mark-up, or even more.

"That reads very nicely," you may question, "but how about actual practice?" As a matter of fact, the incident is true of actual practice. Ricker came to Chicago, found the pins, and took them to Emporia—last year. Though his cost of doing business may not be eighteen per cent., his net profit ten, or his mark-up on these pins one hundred, since he is a wise merchant, he doubtless secured a higher gross profit than usual.

To-day distributers who secure attractive profits disregard blanket mark-ups, and take a gross profit on each line according to what it will bring. They find accurately the costs to sell a line, and stand up for a reasonable profit, adding a greater return whenever possible. They are justified, for business men always go a long ways for long profits. Styles or novelties, the carriers of high profit possibilities, usually involve extraordinary risks and abnormal selling expenses.

Round figure mark-ups are relics of the days when jobbers educated retailers to "buy at eighty cents, sell at one-twenty-five; buy at one-twenty, sell at one-fifty; buy at one-sixty, sell at two." To-day progressive retailers know that the nature of the goods, not the out-of-date advice of jobbers seeking to assure them a protecting margin through rule-of-thumb methods, fixes gross profits. Where would the retail grocer be if he marked up staples and fancy lines with the same margin? Or the distributer at wholesale who tried to get as much on sugar as on roasted coffee, teas, spices and dried fruits?

A Michigan retailer died recently after working thirty-eight years behind counters. He left $250. They found he had used a general mark-up—lines that cost $2 a dozen he sold for twenty-two cents each; five-dollar purchases brought him fifty-five cents a piece; and eleven-dollar lots, one dollar and twenty cents an article. The shoe business of the country is in a bad way, at least as far as retailers are concerned, because the distributers fail to secure a suitable return for the style changes which now disturb their stocks. Many use fixed prices, pity the customer when he does

not pity himself, and hesitate to stand up for style prices on style stocks. However, the National Boot and Shoe Manufacturers' Association and the National Shoe Retailers' Association now advise the discontinuance of fixed mark-ups.

Too large a profit is, however, dangerous. The great concerns of to-morrow will undoubtedly build on small profits, rapid stock turns, and large volumes which proportionately lessen expenses. R. H. Macey & Company grew for several reasons, but one of the most important is their reputation for taking only a twenty per cent. mark-up. Nevertheless, round-figure mark-ups usually bring ruin in this day of closely-figured operating costs.

Consumers do not demand round-figure prices; they willingly pay a profit on the service they desire when shown that it costs the distributer money. The customer gauges prices by the satisfaction he secures, not by the distributer's profits. All the consumer asks is plainly marked prices—he has had them for several centuries—the Spectator for November 26, 1712, says of John Morton, a merchant, "He imposes upon himself a rule of affixing the value of each piece he sells, to the piece itself; so that the most ignorant servant or child will be as good a buyer at his shop as the most skilful in the trade." Every merchant is a John Morton today as a matter of course; but not all know costs plus mark-downs by lines, and not all mark-up more than that percentage according to the nature of each line—still John Wanamaker would face ruin in a day if he did not.

The strength of the consumers' demand follows the nature of the goods in our list of profit determining factors. It is not possible to consider any one of these factors without regard to the effect of the others upon it. Demand may not be profitable if competitors supply it easily. As surely as nothing sells without demand, the highest profits occur when a distributer secures the means of satisfying, almost exclusively, a portion of a general demand. Therefore, style changes and novelties often bring attractive returns if they touch a strong demand. These facts explain the attention successful distributers give to locating fast selling lines and surrounding them with attractive equipment or service.

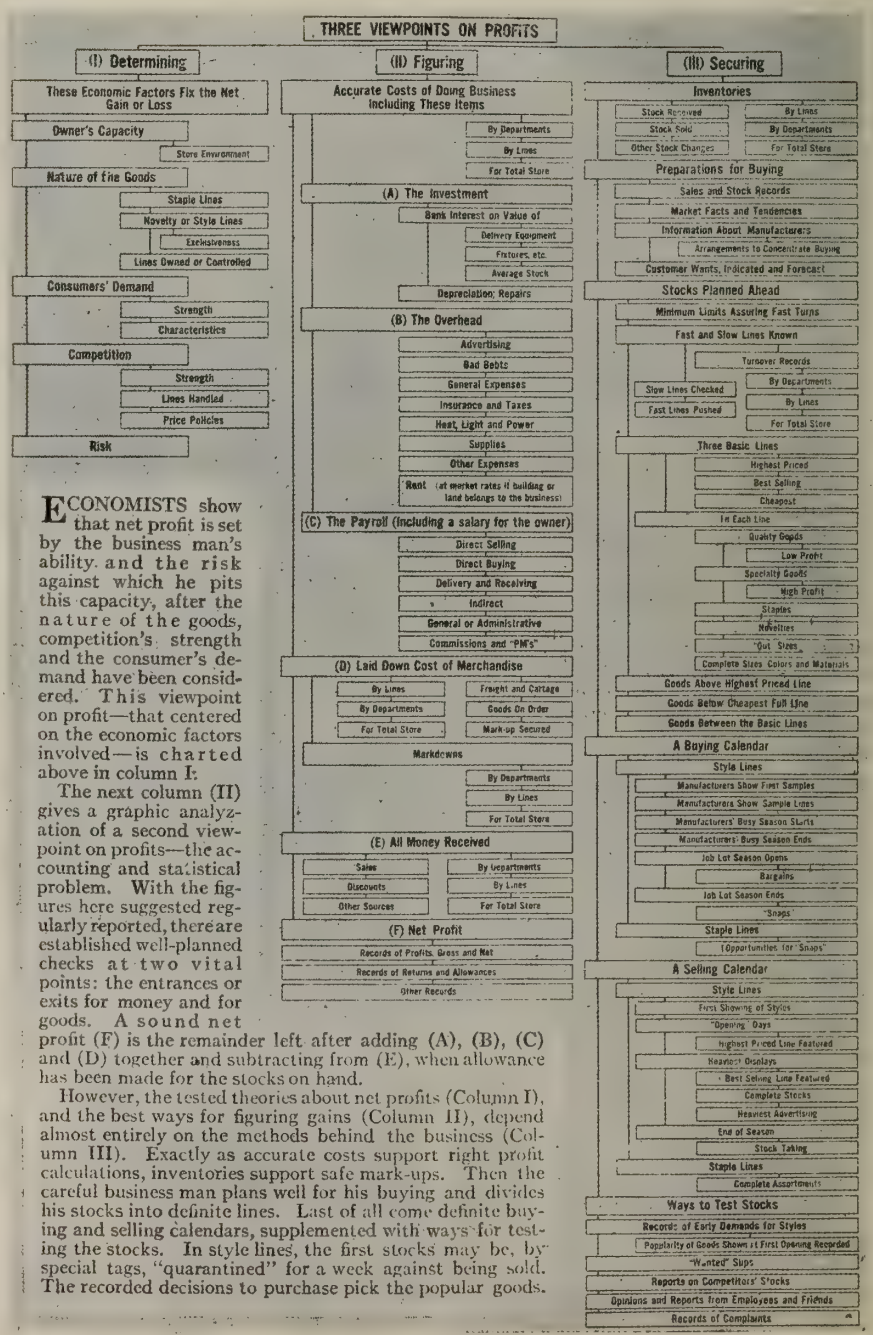
The fourth, and last, profit factor is this intensity of competition. Since very few distributers market monopolies, they find their profits in part determined by the strength of the competition in their territories. They consequently face the difficulty of deciding between a few long profits and many narrow margins. The entire make-up of their enterprises may be affected by the course they select. Moreover, since a decision to proportionately lessen expenses by expanding the sales volume often falls short of its object, many make this factor their Waterloo.

Exactly as important as business capacity, stock characteristics, demand and competition—these four profit factors—are sound accounting and mathematical methods for figuring mark-ups. Because custom has attempted to fit elaborate bookkeeping practices to the exceedingly simple plus and minus accounting problems involved in ninety per cent. of our stores, many distributers go ahead blindly.

Two types of facts—inventory figures and accurate costs of doing business—are necessary. They can be kept on sets of cards without reference to the traditional ledgers, journals, cash books or trial balances. Since simple cost-finding methods have been reserved for another article, only the value of the results secured are here considered.

It is sufficient, therefore, now merely to point out that the earnest distributer keeps at least figures which enable him (1) to add purchases to an inventory taken at the beginning of a period; (2) substract the stock on hand at the end of this period, (3) and substract the remainder; (4) in addition to every cent he has paid out during the period, (5) including a fair wage for himself plus interest on the money invested in his business, from his sales. This remainder is net profit.

Once he finds how easy it is to get in this way some idea of his net profits, the



ECONOMISTS show that net profit is set by the business man's ability and the risk against which he pits this capacity, after the nature of the goods, competition's strength and the consumer's demand have been considered. This viewpoint on profit—that centered on the economic factors involved—is charted above in column I.

The next column (II) gives a graphic analyzation of a second viewpoint on profits—the accounting and statistical problem. With the figures here suggested regularly reported, there are established well-planned checks at two vital points: the entrances or exits for money and for goods. A sound net profit (F) is the remainder left after adding (A), (B), (C) and (D) together and subtracting from (E), when allowance has been made for the stocks on hand.

However, the tested theories about net profits (Column I), and the best ways for figuring gains (Column II), depend almost entirely on the methods behind the business (Column III). Exactly as accurate costs support right profit calculations, inventories support safe mark-ups. Then the careful business man plans well for his buying and divides his stocks into definite lines. Last of all come definite buying and selling calendars, supplemented with ways for testing the stocks. In style lines, the first stocks may be, by special tags, "quarantined" for a week against being sold. The recorded decisions to purchase pick the popular goods.

value of going deeper into his business becomes evident. He then discovers that after all it is not so much of a task to follow the net and gross profits on each line; to pick the slow and fast movers; to apportion the overhead correctly, even by lines; to demonstrate how many lines he can safely carry; to establish the quickest way to move stickers; to show what form of advertising brings him the most money, and to fix his losses from bad debts. In short, he pulls himself, without any trouble whatsoever, away from the greatest danger indicated by failure statistics—incompetence.

Once he has adequate facts and cost figures at hand, still another difficulty confronts the distributer—the actual calculation of selling prices. For several years those anxious to help the retailer have earnestly admonished: "Don't fool yourself by marking up on the cost price."

Although many merchants forget that a percentage of the cost price is smaller than the same percentage of the selling price, it is absolutely incorrect arbitrarily to state that mark-ups from cost figures mislead. It is quite sound to calculate from cost prices if all the percentages used relate to cost figures. As a matter of fact, many progressive concerns maintain both cost and selling price mark-up records. But most merchants, quite naturally, think of expenses as so much of their sales. If expenses expressed as percentages of sales are figured on costs—smaller amounts than the sales, of course—mistakes result. To avoid this blunder, it is only necessary to keep clearly in mind what your percentages actually tie up with—sales or costs. The accompanying table shows the difference between percentages on sales and costs—marking up an article 50 per cent. of its cost price is exactly the same as adding 35 1/3 per cent. of its selling price:—

Selling Price Percentages.	Expressed as Fractions.	Corresponding Cost Price Percentages.
50	1-2 1-1	100
33 1-3	1-3 1-2	50
28 4-7	2-7 2-5	40
25	1-4 1-3	33 1-3
20	1-5 1-4	25
12 1-2	1-8 1-7	14 2-7
10	1-10 1-9	11 1-9

Here is an example to illustrate these facts. Suppose a merchant who finds it costs him 25 per cent. of his sales to do business and wants a net profit equal to 10 per cent. of his sales desires to secure a sound profit on an article which cost him $10. He knows that the selling price represents all, or 100 per cent. of his income, and since the costs and the profit amount to 35 per cent. of this, the cost—in this case $10—can be nothing more or less than 65 per cent. If $10 are 65 per cent. of the selling price of this particular article, then 1 per cent. is 1/65 of $10, or $0.1538. If $0.1538 are one-hundredth, then the entire selling price is 100 x $0.1538, or $15.38.

But now consider that this merchant records his expenses and net profits as percentages of the cost of his stocks. He would find them to be 53⅞ per cent. To get his selling price on the same $10 item he would simply add 53⅞ per cent. to it and get, as before, a selling price of $15.38. But if—this is the nigger in the wood pile they talk so much about—but if he became confused, took the 35 per cent. selling price mark-up as a cost percentage, and added only $3.50, he would get a very unsound, ruinous selling price—$13.50. This is the type of mistake responsible for the agitation about marking up on the selling price—quite evidently, one that is easily avoided.

This confusion of profit-figuring methods, combined with the variable nature of the factors that shape net returns, makes the setting up of hard and fast standards impossible. Recently the Philadelphia grocers cut prices to a certain trade class eight per cent.; St. Louis retailers at once declared that somebody had made a disastrous mistake, since five per cent., in their opinion, measures the average net gain on groceries.

Some believe that a $2.25 shoe retailed for $3.50 gives a good value, still others regularly market a $3 shoe for $5. One investigator reports finding that retail distributive gross profits range from 24 per cent. to 35 per cent.; another fixes upon from 9½ per cent. to 30 per cent., with an average at 23½ per cent.; and a third considers 33 1/3 per cent. a fair average selling price mark-up for all lines, with normal costs between 22 per cent. and 26 per cent., and reasonable net gains over 7 1/3 per cent., but under 11 1/3 per cent.

Nevetheless, typical gross and net profits are valuable, if for no other reason than that they point the fast turning, narrow-margin lines. They fix just when to stand up for a profit. At least they show what the other man is doing—mighty helpful knowledge, now that the days of big, easy-going profits have faded, never to return.

There can be no doubt about this dwindling of profits. In 1899 the average grocer marked up his stocks eighteen or twenty per cent.; to-day twenty-five is more usual. The By-Products Coke Corporation of Chicago finds that rising costs, combined with other conditions, cut its net profits exactly 2.42 per cent. last year.

This article brings together several hundred typical profits. Since the low man usually sets the market's price within his trade radius, it is well worth the time to study these normal figures. But a sufficient array of modifying restrictions has been brought forward to prevent their receiving consideration as absolute standards. System's investigators secured some of these facts, trade organizations worked out others, and a few only recently came before congressional committees handling legislation touching business. All of the percentages refer to selling prices

Business is no stronger than the weakest function—if these averages indicate waste motions in distribution, this weakness will be felt all over the land. Distributers already sense the danger—dwindling bank balances supply exceedingly effective barometers. They first of all turn to costs of doing business—find out exactly where they stand. The next precaution is to prune these costs to the lowest figures possible—for cutting off a bit from the expense total means widening the profit margin. And the profit margin supplies the wherewithal for keeping up with rising costs.

Not until all of this is done can a business man turn to consumers goaded to insistence by the high cost of living and confidently say: "The conditions start beyond my control—I understood that it was up to me to help myself out first, and without assistance from anyone, without being forced to it, I've eliminated every false motion , every waste—over and above these rock-bottom costs of mine you've got to allow me to stand up for a sound profit."

NEW SOLDERING PROCESS.

Hardware and Metal had a visit this week from a Torontonian who has invented a new process for soldering without heat. The inventor claims that the solder can be applied to all pieced tinware without the aid of a soldering-iron, flux or heat. This solder is in semi-liquid form and is said to cost about one-half the price of ordinary solder, at the same time eliminating the necessity of using the tools now used for soldering purposes. The inventor also claims that with the new method of soldering the work can be done in one-quarter the time taken under the process at present in use. The inventor had several samples of work with him to bear out his statements. One sample shown was a small vessel made of aluminumware on which the bottom was soldered by the new process. The inventor has not yet attained for his product the point of perfection he desires, but he feels sure that the results so far obtained are sufficient to demonstrate that the new process when perfected will be used to a large extent by manufacturers.

Talks of a Selfmade Merchant to his Clerks



The Little Things Count — One Small Detail That Spoiled a Window Display—Small Details Count in Everything.

By Byron J. Morrow.

IT'S the little things in life that count, said the Boss. I know you boys are just the same as all other boys of your age. Your're inclined to look at the big things and to think the small details of no account. When I was twenty-one I started to work in a hardware store and I used to dream away hours every day, thinking of the time when I'd own the biggest wholesale hardware business in Canada. Such little matters as keeping my stock clean and well sorted up didn't interest me; they were too trival to be worth any time from the future controller of the wholesale hardware business. I left small details to small minds. One day the owner took me into his inner office and we had a heart-to-heart talk. He was a ruthless surgeon of personal failings, that old boss of mine; and he soon amputated my bump of conceit. I came out willing to join the ranks of the small-minded and to hold my job at the cost of attending to details. I've been looking after the small things ever since.

J. Pierpont Morgan didn't become a multimillionaire by his skill in swinging big deals and amalgamating trusts and so forth. J. P.'s wealth was due to the fact that in the first place he saved his nickels and dimes and dollars so that he piled up enough money to get to the place where big deals were possible. There are hundreds of men, some right here in this town, who've got the necessary brains to swing big deals. The only thing that prevents them is that they haven't built themselves up to the position where they have the connection or the material to get in on the big things.

The dollar bills that a millionaire saved at the outset of his career had more bearing on the building of his fortune than the stroke of genius by which he scooped in the stock of a group of railways.

Any dunderhead can earn money; but it takes a wise man to save it and use it.

Now I'll tell you why I'm talking along this strain. The other day when Bob was sweeping out under one of those front counters he brought out a big bundle of odd pieces of string. This accumulation came from remnants left over after tying up parcels. It had gathered there in a week's time, for Bob tells me he had swept thoroughly before. That bundle of string represented about five cents in money and I guess the business won't suffer from the loss; but I certainly want to enter a strong protest on principle. That five-cent loss is equal to $2.60 in a year. And it could be saved if proper care were exercised.

The other day we had a display of aluminumware in the store window. It was a beautifully arranged display and one could see with half an eye a lot of time had been spent in getting it ready. But there was one detail that stuck out from that window like a sore thumb—one mistake that spoiled the whole arrangement. A large sauncepan in the centre had a noticeable dent in it. "If this new kind of ware gets damaged as easy as all that I'll stick to the old kind," would be the comment of every thrifty housewife who saw that window.

Just a small detail that; and yet it turned a boost for aluminumware into a hard knock.

No matter how small a thing may be, it is always worth consideration. Did I tell you once before that I sold books while working my way through school? Well, we had one set of books that was selling like wildfire, and one of the salesmen thought out a way of improving the covers. He asked the president to have the change made, and the chief on figuring up found that the change would only cost one cent a volume more than the old way. The salesman was delighted when he heard this. "One cent!" he exclaimed. "Why, that's practically nothing."

The chief got out a pencil and started to figure. "One cent a volume, thirty volumes to a set, thirty cents. Forty sets a day, $12. Six days a week, $72. Fifty-two weeks in the year, $3,754."

"Mr. ———," said the chief, handing the memorandum to the salesman, "I don't know of any easier way of saving $3,754 than by leaving the books just as they are."

One cent saved per volume looked like a small matter to the salesman. He was properly staggered when the president demonstrated to him that all the coppers thus saved would amount to nearly $4,000 in the course of a year.

And mind you, the lesson I am trying to drive home is not confined to money matters. Not by any means. Small details count in everything. The window trimmer who studies the small details originates the best displays; the salesman who watches everything, and studies every phase of his work, sells the most goods. Genius is a "capacity for infinite pains." Efficiency is the ability to carry out your work properly to the last detail.

Cloutier Bros. have placed their opening order for hardware to be sold from their general store in Gouveneur, Sask. Gouveneur is a new townsite of the C.P.R., which was sold on May 7th. Cloutier Bros. have until recently been carrying on business in Notre Dame D'Auvergne, Sask.



"He was a ruthless surgeon of personal feelings."

False Advertising Made Criminal Offence

New Bill Passed Third Reading in Commons That Follows Lines of Request Made by Retail Merchants' Association.—No Chance of "Shoddy" Sold as "All Wool" and Escaping Penalty

An Authorized Interview by Hardware and Metal Representative with E. M. Trowern.

THE efforts of the Retail Merchants' Association of Canada have borne fruit and a False Advertising Act is now upon the statute book of Canada. Conviction may be followed by a penalty of $200 and costs, or six months' imprisonment. The first big movement to secure this was made in February of last year, when a large delegation, representative of the retail merchants of Canada, waited upon the Premier and the Minister of Justice to urge the passage of such a measure. Early this session again similar representations were made.

The object of the bill embraces more subjects of misrepresentation, of course, than what ordinarily comes under the head of retail advertising. One of the chief abuses, as the Minister explained, was the advertising of land. Legislation had been enacted because there appeared to have grown up a widespread abuse in connection with the advertisement of properties for sale. He did not intend to restrict a man's expression of his good opinion of his own goods, but to punish him for knowingly making a false statement as to value or price. He had had representations from all over the country, and particularly in the West, of a system of deception in advertising properties for sale. The purpose of the bill was to make the very fact of advertising falsely an offence, whereas the present law as regards obtaining or disposing of goods on false pretences had reference rather to the results of such false pretences.

"The Best in Town."

A question came up that will naturally arise with all retailers: If a man said his shoes were "the best in town," might he be liable? In so advertising, was the Minister's reply, the merchant was giving expression only to his opinion, but "if he proclaimed his goods to be all wool when they were not, he would be misrepresenting facts and should be punished."

This distinction will serve to explain the act in a nutshell. Indeed, action on any other basis would lead to endless "expert" evidence, and probably would make the Act a laughing-stock. As it stands, the basis for prosecution is on a question of fact that can be verified.

Patent Medicines.

Some interesting inquiries were made by members during the discussion in committee that throw sidelights upon the application of the new law. In regard to patent medicines, application of the law would depend on whether or not there was a false statement of fact in the advertisement.

The bill was amended to include false pictorial representations in real estate advertisements.

A danger point was raised by the member for Moose Jaw, Sask., who feared that the law would be employed by persons who made bargains and then rued them to go back upon such bargains by threats of prosecution. It was pointed out, however, by the Minister that this evil existed under the present law and would not be heightened by the new Act.

Newspapers Responsible?

The question of newspaper responsibility was also introduced by Hon. Frank Oliver, the veteran editor and proprietor of the Edmonton Bulletin—"veteran," it should be added, in point of years of editing, not in the actual total span of his life. To this Mr. Doherty replied that if a false advertisement were published with the knowledge of any individuals connected with the newspaper, such individuals would be liable under the Act. The Act was aimed rather at the persons responsible for the advertisement, however.

The new legislation is certain to form the basis for a lengthy discussion at the convention of the Associated Ad. Clubs of America in Toronto next month, when the question of the Truth Emblem will be threshed out. Similar legislation is in force in many of the states across the border, and in most cases the prosecutors are associations of retail merchants.

VERY SATISFACTORY.

THE following statement as to the working out of the new legislation was made by E. M. Trowern, secretary of the Retail Merchants' Association of Canada.

"While it is open to anyone to prosecute under the Act we will make it our special business to see that it is carried out. It is more natural for retail merchants to attend to this, for they are the ones, naturally, who really know when there has been false advertising. If a dry goods merchant finds a man has been misrepresenting facts he would notify the association and we would at once start an investigation. If we found his contention was right we would prosecute. Suppose for example a man is advertising $30 suits for $15, 'guaranteed all wool.' Under the old Act if a man bought a suit that was not 'all wool' for $15, the firm would have the excuse that this was not the suit advertised and would escape conviction. Now every suit sold for $15 would have to be 'all wool.' The prosecution under the new Act is made to cover the real deceptive intent of the transaction, and should prove very satisfactory. Indeed the whole Act is practically what we ourselves urged on the Government."

EXHIBITORS AT CONGRESS.

The first Canadian and International Good Roads Congress was held in Montreal this week and was largely attended. Many interesting addresses were heard from prominent speakers on various phases of the good roads movement. The sessions were hold in the Arena, and in addition to the business and social features there was an exhibition of road-making machinery and materials, etc., that was viewed with considerable interest. Among the exhibitors were: The Canada Cement Co., Montreal; Pedlar People, Ltd., Oshawa; Patterson Mfg. Co., Montreal; Thomas Davidson, Mfg. Co., Montreal; British-American Oil Co., Montreal; Canada Ingot Iron Culvert Co., Guelph; Imperial Oil Co., Montreal; Canadian Fairbanks-Morse, Ltd., Montreal, and Canada Shovel and Tool Co., Hamilton, Ont.

NOTE OF ALARM.

Puck.

Salesman—Here's an alarm clock that's guaranteed positively to make a fellow jump out of bed.

Mr. Tardee—That's what they all say—but let's hear it ring.

Salesman—It doesn't ring—it honks.

Traveling Salesmen of the Past and Present

A Merchant Tells of an Experience With Soap Traveler Whose Persistency Overcame His Good Judgment and Got Him Into Trouble—Nevertheless This Dealer is a Warm Friend of the Knight of the Grip.

Written for Hardware and Metal by "Falcon"

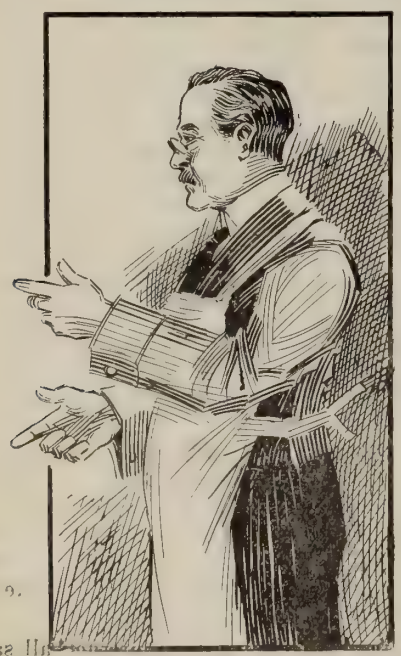
"I'VE been in business for nigh on to thirty years now and in that time I've seen some pretty raw samples of travelers, but to do justice to the travelers in general, I must say that the objectionable ones wouldn't be over one per cent."

As it was early in the day and customers few, Mr. Seymore, a tall, keen looking man, of the quiet type, and proprietor of one of the best general stores in the county, leaned back against the fixtures behind the counter. I scented a probable incident that must have been uppermost in his mind when he made the above remark, and asked him if he didn't consider the present day traveler an improvement over the older generation. He answered:—

"Yes, and No. Yes, because competition is keener than a few years ago, and therefore travelers have to be more on the alert and clear headed when doing business. Years back we didn't see so many travelers and we got to know them better. Our business was bulkier and done with only one-tenth of the accounts that are necessary to-day.

Experience With Soap Traveler.

"It is impossible to-day to put all your eggs in one basket, competition is so keen, that we must pick and choose, and although to a certain degree, there is an amount of sentiment goes with our trade, it is far removed from that of the earlier days. When I mentioned raw travellers I had in mind a soap traveler that dropped in not long ago.



"He leaned back against the fixtures behind the counter."

"He struck me as one of those surface men that leave school or college with convictions that the world is before them, for them, and awaiting their bidding. He probably had this knowledge instilled in him by mild-eyed college professors, who read from books and taught from theory, but never went beyond into practice, or he may have come in contact with some of these business magazines, who lay down rules on 'How to approach a merchant when selling goods!' etc. Anyway, whether he did or not he learned a valuable lesson before I got through with him. Only in this case the merchant approached him, and not gently, either.

"As I started to say, this man sold soap, ——— ———, I think the name was. I had about five cases in my cellar at the time and it wasn't selling, which I told him. He insisted on selling me another five cases, which I, of course, refused to consider. I was very busy at the time and politely told him that I would be glad to see him next trip, as I couldn't do business at present.

"I went away then to wait on a lady and was gone some time, but saw that he was still there. It annoyed me that he would have so little tact, and I was more than surprised when he leaned over the counter, as I was making change at the register and said:—

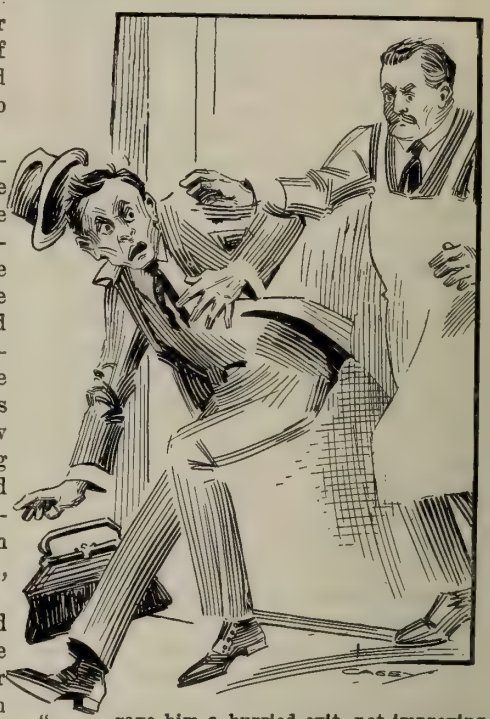
" 'I want to send you those five cases in, as we are going to sample this town and you will need more soap.'

Physical Suasion Resorted to.

"I got hot then and told him to get out of my store and stay out, to which he insolently replied, that he would go when he was good and ready and not before. This was too much for any man, so I just swung the door open and catching a good grip on the neck and seat of his smart clothes gave him a hurried exit, not improving his personal appearance as he lit.'

"If I were a traveler I would endeavor to distinguish the difference between talking too much and too little. There is a happy medium.

"I have a great many warm friends among travelers, and I make it a point



"———gave him a hurried exit, not improving his personal appearance as he lit."

to be courteous to all, for I am aware of the fact that my standing among travelers when they may happen to mention me, is a great asset to my business. Furthermore, I am able to get valuable information from them relative to my business, little hints in prices, display methods, best sellers at other points, as well as advertising ideas. The wise traveler, in my estimation is not the aggressive one so much as the suggestive one. A traveler who can suggest an idea in connection with his goods and convince me that what he says is logical, I'll not only buy his goods, but look for him again, as a live salesman seeing the best and the poorest stores through the country should accumulate ideas and methods that can only be got through personal encounter.

"Well, here it is ten o'clock, I'll have to quit this yarning and get busy. If you'll tell me about what time you will be opened up, Mr. Allcott I'll come over and see your samples. I'm getting rather low in some lines."

"About two o'clock, if that will do, Mr. Seymore, and I'm glad to have had that little talk with you. I shall benefit by it I'm sure, for it is not often that we hear the merchant's side."

Letters to the Editor

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld if desired, but name of writer must accompany correspondence as an evidence of good faith.

Dresden, Ont., May 15, '14.

Editor,
Hardware and Metal,

Dear Sir,—Enclosed please find letter which I would like you to give prominent space in your next issue. Thanking you in advance,

R. A. WELLS.

Following is the letter:—

To My Fellow Hardwaremen,—

While we have a strong organization in the Retail Hardware and Stove Dealers' Association, in which I am well pleased, with what we are doing to benefit each other, still there are many things we are not doing, which I think can be done.

Now my greatest complaint is this, —on several occasions I have been called on to quote a price, or have gone out to sell roofing, both metal and prepared, only to find some carpenter or mechanic has an agency, and is selling the roof at mere cost, simply to get labor, putting it on.

On another occasion recently, I was asked by a contractor for prices on skylights. I wrote the Pedlar People, Metal Shingle & Siding Co., Galt Art Metal Co., Ltd., and Wheeler & Bain, in order to have them all covered, but as I left out the Metallic Roofing Co., I lost the business, as he bought direct from them.

I bought a carload of roofing from the Pedlar People thinking I might make a little money out of it, but I guess I will have to sell it at a loss if I wish to get rid of it.

Now, we hardwaremen can supply all the roofing needed, and make a profit, if we could only have protection.

Although we deal with the Pedlar People, who use us well, I would not uphold them interfering with my fellow hardwaremen in other places. They all have their customers, and there will be just as much roofing sold if matters were arranged to protect us.

I would suggest that if a letter was written to each Manufacturer, Wholesaler or Jobber, and signed on behalf of the Retail Hardware & Stove Dealers' Association, (with their permission) advising them not to sell any outsiders whatever, and every merchant back it up, that we might have some weight in the matter.

If we cannot do this, which is one of the most important duties in my estimation, we could perform, what is the use of the Association?

I would like to see this replied to, either with criticism or comment, letting it apply to any line of goods we should have the exclusive agencies for.

We can handle the business,
We need the business,
May we have it?

R. A. WELLS,
Dresden.

Hardware and Metal is investigating the situation referred to in the above letter and will treat the subject from all angles in an editorial in next week's issue.—Editor.

* * *

1596 Queen St. E.,
Toronto, May 15, 1914.

Hardware and Metal,
City.

Dear Sirs,—I am enclosing cheque for Hardware and Metal subscription. I have just completed a very successful year's business. I have found your magazine has been a help both from suggestions and enthusiasm. The market pages cannot be over-estimated as they are exact and complete. I wish you the success your magazine deserves.

Yours truly,
(signed) Frank R. Jackson.

* * *

682 Queen St. W., Toronto,
May 15, 1914.

Hardware and Metal,
City.

Dear Sirs,—I find entire satisfaction with paper. Regret the fact that I cannot devote more time to its pages. You certainly deserve credit for the amount of useful information given out each week. One thing I find in regard to profits, almost impossible to get proper percentage owing to competitors who almost give goods away.

Thanking you for benefits received from your paper and wishing you every success, I remain,

Yours truly,
(signed) Jas. Ivory.

ENLARGING OTTAWA STOVE PLANT.

The Beach Foundry Co., Winchester, as recently announced in Hardware and Metal, has taken over the plant and business of the Butterworth Foundry at Ottawa. The firm expects to begin operations shortly. The present offices are being rearranged. A third storey is being added to one building, a second and third storey to another. A new moulding shop is being erected and equipped and much additional equipment is being added to the plant. The firm states that the new line will embody the best in the Beach and Butterworth range of stoves and furnaces, and when the new Ottawa plant is completed it will have triple the former capacity. The manager, C. Sparling, is working out a systematic arrangement of the factory, whereby the various processes may be carried through from moulding shop to assembly, storage and shipping department in proper succession and with an advantageous expenditure of time and effort. C. A. Connor, formerly manager of the Butterworth Foundry, is being retained on the selling end.

MANY INNOVATIONS IN NEW STORE OF PHILBIN CO.

(Continued from page 39.)

dreds of people, even if they did not stop, looked at the name on the window. Incidentally a number of food choppers were sold as a result of the practical demonstration.

Some years ago in order to get a share of the trade in the adjoining municipality of Westmount, a branch store was opened there and it was a success almost from the start. In the branch store sporting goods are one of the big features and within the last year or two automobile supplies have taken a prominent place in the store's activities, but this can best be dealt with at another time. The photographs shown on pages 37 and 38 and store plan should help to an understanding of what the new store is like.

Problems in Sheet Metal Work

By E. Bronson.

AMONG the many and varied articles made in the tinshop are dripping or bake pans and ash pans similar to those shown in the accompanying drawings. As articles of this nature are of such a simple thing to draw out patterns for, they are seldom or ever run over for practice. Still, however, we submit them in the hope that even if well known, they may possibly be brought to the attention of the boys or improvers to whom they will be helpful.

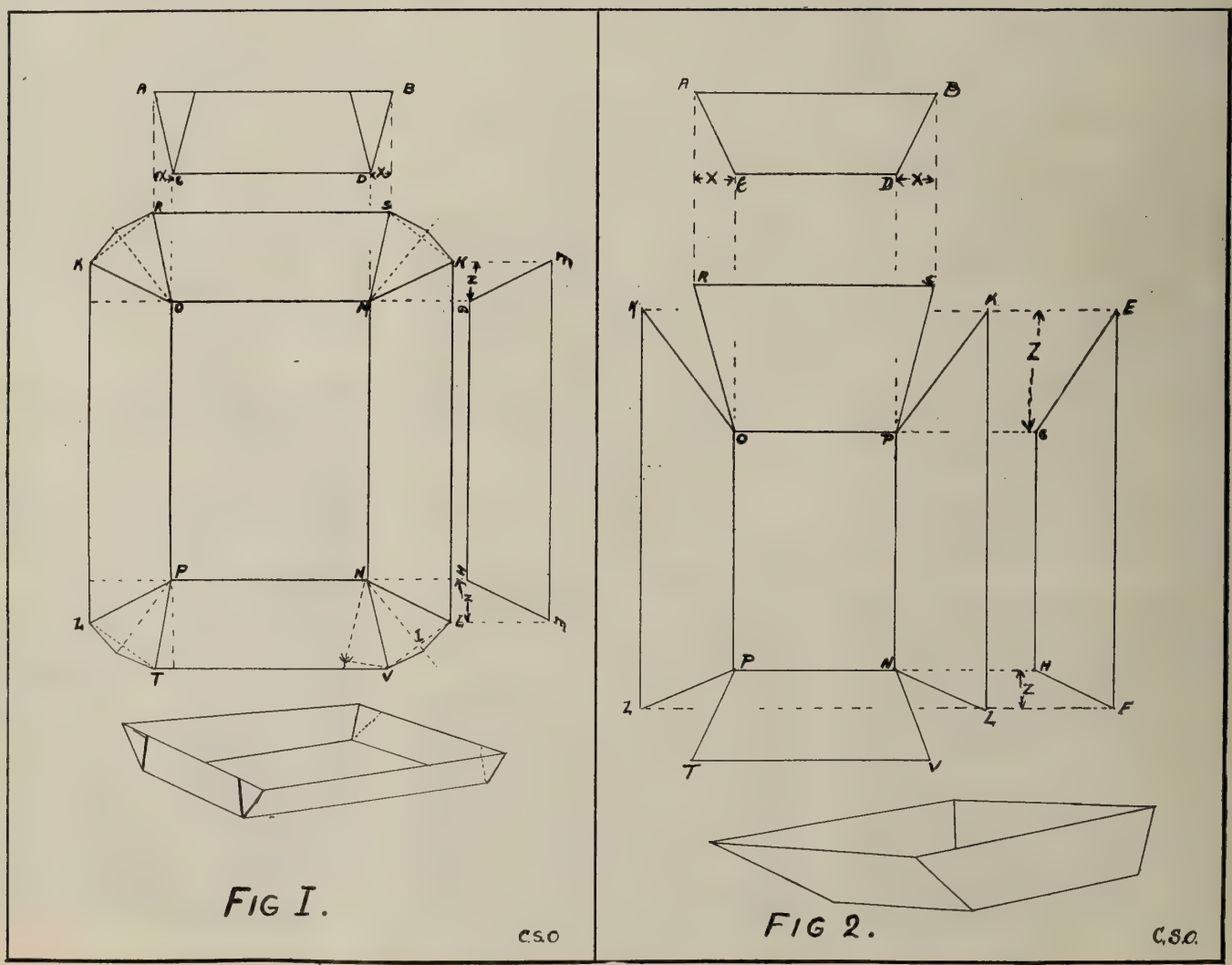
In the pan shown in Fig. 1 we have what is generally known as a dripping pan or bake pan. The particular idea or point to keep in view in making a pan of this nature is that the corners are lapped or folded in such a way, that even though nearly full of any hot liquid, they will not leak.

To construct pattern it is necessary first to lay out an end and side view of at least one corner of the pan in order to get the slant height of sides and ends. As is well known, the end view gives the correct measurement of sides and the side-view the correct measurement of ends. In Fig. 1 let A, B, C, D be end view of pan, and E, F, G, H, side view. Draw a square or oblong equal in width and length to C-D and G-H continuing lines out some distance or at least equal to depth of sides and ends of pan from the ends O-M and P-N mark out a distance equal to the slant height of pan as shown in side view by E-G and F-N, and from O-P and M-N on sides mark out side as shown by A-C and B-D in end view. From the point where the dotted lines from P-O and M-N meet line R-S and T-V mark out the difference in width between top and bottom of pan, as shown by X in end view, connect points R-S and T-V. From the points where lines carried from O-M and P.M. meet lines K-L, mark out the difference in length between top and bottom of pan as shown by Z in side view. connect points K and L to O-P-M and N. This concludes the pan itself, there still remains the lap on the end. **Repeat instructions from here when developing Fig. 2.**

As the four corners are all the same we will only deal with one. Connect points V and L with line, and from its centre, I, as shown draw a line from bottom corner N, carrying it out an inch or so, with point of compasses at N as a centre and N to I as a radius, strike an arc on end of pattern, with V as a centre and V-I as radius strike an arc cutting one struck from point N. Connect N and V to this point, by carrying line from N on until it meets top of pattern, the distance from N to top of pattern is the length required on line N-I. Connect V and L to this point and it will make lap on corner of right size to finish even with top of pan.

No allowance is made in this pattern as this is fixed by the size of wire used in making pan.

The method of getting pattern of corner, can be done with square by placing square along lines N-I-V and noting distance from N to 1 and I to V, then placing square on opposite side of line N-V and mark along edge of square, the point of square will meet same point as the two arcs in previous method, then with rule or square, measure the extra distance required and place on line N-I. Thus getting same results.



New Goods Offered Canadian Hardwaremen

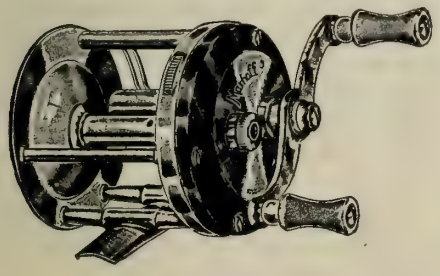
THE MARHOFF LEVEL WINDING REEL.

The Marhoff Level Winding Reel is manufactured by the William Shakespeare Jr., Company, of Kalamazoo, Michigan, U.S.A., and is now being offered to the Canadian trade.

The features of the reel are said to assure good results in casting, owing to the line being evenly and smoothly laid on the spool, in winding, by a line guide, which is automatically propelled back and forth. The reel is also equipped with a combination click and drag, which is operated by a milled thumb wheel, and can be set to seven different degrees of resistance for controlling the spool.

The head-box is made of hard-rubber inlaid with metal, and all exposed parts are heavily nickel plated. The reel is absolutely quiet and smooth-running, and the frame is very staunch and rigid, while the end thrust of the spool journal is supported by perfectly adjusted spool-journal caps, fitted with genuine imported carnelian agate jewels.

Owing to the results accomplished,



Marhoff Reel.

this reel has been barred from all turnament casting. It is especially adapted for moonlight fishing, as it requires no attention in winding, and also proves most valuable when an angler loses his head in a battle to land a game fish.

In design, finish and workmanship it is of a high order.

"UNIVERSAL" HOT WATER BOTTLES AND LUNCH BOXES.

Landers, Frary & Clark, New Britain, Conn., have added to their line the new "Universal" aluminum hot water bottles and the new "Universal" lunch boxes.

The "Universal" lunch boxes are said to solve the problem of the noonday meal, for the man, woman or child who has to eat luncheon away from home.

One of the most important features of the lunch box is the "Universal" vacuum bottle and drinking cup. The bottle has a capacity of one pint, and is warranted to keep the contents hot for 24 hours or cold for 72 hours.

The bottle is made of glass, highly silvered with a heavy tin guard, to which the cup cover can be quickly and firmly attached. This cover, stamped from a



Universal Lunch Boxes.

single piece of tin, is fitted with folding handles and makes a drinking cup of ample size. When it is locked on the bottle it holds the cork tightly in place and prevents leakage.

One of the new features of the "Universal" lunch box is the metal spring bottle container. This fits securely into the case and in turn firmly holds the vacuum bottle. By this method any sudden jar is readily taken up by the base of the container. The spring can be easily removed for the purpose of cleaning, and, all the parts being metal, will last indefinitely. The sanitary advantages of this construction are at once apparent, as there is no cloth or cardboard packing to become wet and mouldy. A metal rack securely holds bottle and case in the lunch box.



Universal Hot Water Bottle.

The food drawer, when closed, is held securely in place by an automatic spring catch, making a strap or other additional locking device unnecessary.

Another improvement which appears only in the Nos. 20 and 320 lunch boxes is the addition of two aluminum trays, each 4⅜ inches square by 1¾ inches deep, which are placed in the bottom of the box.

The lunch boxes are made in tan finish, with brass trimmings, and in black finish with nickeled trimmings.

The new "Universal" aluminum hot water bottle stands vertically on any flat surface, and does not have to be held while being filled with hot water.

The neck is of such ample diameter that it can be filled quickly, easily and without spilling. The cap or stopper, which, on account of its long thread, prevents any possibility of leakage, can be readily loosened by the ring or by the large slot in the top.

A bag or cloth covering is furnished with each bottle. This bag is made of durable flannel or cotton felt, light blue in color, and entirely covering the bottle, thus protecting the body from the extreme heat and contact with the metal.

The aluminum, owing to the nature of the metal, keeps the water hot for a longer period of time than was possible with the old method of using a rubber bag.

The bottle is made from one piece of non-rustable metal without seams, and the company claims that it will last indefinitely. The aluminum is highly polished, does not tarnish and can be readily sterilized.

Western Notes.

J. T. Macdonald, Calgary, whose store on 8th Ave. was demolished to make room for a new post office, has moved into a fine store in the Elna Block, almost opposite. On Friday, May 15, there was a fire in the offices of a film company in the same building, which for a while threatened to destroy the block.

J. H. Bodel, manager of the hardware department in the Hudson's Bay Co.'s store at Calgary, has just returned from a three months' trip to Great Britain, France, Germany and Austria. While abroad, he visited Leipsic Fair, and many British and German factories manufacturing hardware and toys. Mr. Bodel, who was appointed manager of this department when this company commenced to handle hardware in Calgary, was for seven years with Lewis Bros., Montreal, and spent a year with Goodwin's, Limited, Montreal, before going to Calgary.

Current News of the Hardware Trade

Sarnia Man Elected.

Oscar B. Mueller, of the Mueller Brass Works, Sarnia, Ont., was elected president of the American Waterworks Association, at the Philadelphia convention.

Hardwareman President.

Preston, Ont.—A. R. Bernhardt has been elected president of the local branch of the Retail Merchants' Association.

Obituary.

Collingwood, Ont.—The death occurred here of Wm. Hamilton, who was engaged in the tinsmithing trade with his brother on Collingwood street.

President Winnipeg Board of Trade.

M. F. Christie, secretary-treasurer the G. F. Stephens Co., has been elected president of the Winnipeg Board of Trade, which for some years past has been doing prominent work regarding western freight rates. Mr. Christie is well qualified for the position. He has always taken a deep interest in the western freights question, and has made a careful study of the subject.

New Hardware Manufacturing Firm.

Oshawa, Ont.—The Vanstone-Reade Manufacturing Co., Toronto, has purchased the Stacey Bros. factory from Stacey Bros., Ltd. The new firm will manufacture steel locks, bolts, hinges, and shelf hardware. It is expected that the new plant will commence operations about July 1. Mr. Reade was formerly associated with the Kennedy Hardware Co., Toronto, and Mr. Vanstone was a manufacturers' agent in the same city.

Westerner for Bisley.

Alexander Martin, president of Alex. Martin Sporting Goods Co., Ltd., Calgary and Edmonton, is going with the Canadian Bisley team to England in July. This will be his third trip with them. Mr. Martin won the prize this year for an aggregate of Rockcliffe shooting combined with the Indoor Rifle League. Fred R. Martin, a brother, also does considerable shooting, and attended Bisley for 18 years before coming to Canada. Both take an active interest in trap shooting.

Vice-President Manitoba C. M. A.

W. S. Fallis, of the Sherwin-Williams Co., of Canada, Ltd., was unanimously elected provincial vice-president of the Manitoba branch of the Canadian Manufacturers' Association at the annual meeting of that body held recently.

W. L. Helliwell, of the Gurney Northwest Foundry Co., was elected as a member of the executive committee. The annual report of the retiring chairman, W. S. Fallis was read by him and was a comprehensive resume of the work accomplished during the past year by the Manitoba branch of the association. One of the matters referred to in the report was western freight rates regarding which Mr. Fallis said:—

"Though a reduction of the freight rates was obtained through the railway commission, yet it is felt that Western Canada still suffers from an inequality with Eastern Canada and your branch will not cease its efforts individually and to co-operate with other bodies until freight rates are obtained in Western Canada on an equal basis with that of the East."



T. A. GAETZ, Red Deer, Alta.
Who was elected President of the Alberta Retail Merchants' Association at the annual convention in Calgary.

Personals.

H. A. Fisher, of the Reading Hardware Co., Reading, Pa., was in Montreal this week.

Jas Hossack, of the Lufkin Rule Co., Windsor, has just returned from an extensive trip through the West and will start out next week on a trip to the East and the Maritime Provinces.

A. E. Lancaster, Hudson, Que.; J. A. Moquin, Eastman; J. B. Damour, St. Philomene; Rene Laberge, Chateauguay; Geo. Daoust, St. Anne de Bellevue; A. A. St. Arnaud, St. Genevieve, and P. Desjardin, St. Therese, were among the out of town buyers visiting Montreal this week.

Ernest F. G. Sinton, representing Henry Disston & Sons, Ltd., Toronto; C. O. Granstand, of Stanley Rule and Level Co., New Britain, Conn.; E. S. Knox, of New York Stamping Co., Brooklyn; Mr. Marks, of General Leather Goods, Ltd., Toronto; and E. H. Day, of A. G. Baylis and Sons, Studley, Warwickshire, Eng., have been calling on the trade in Montreal.

New Firms.

Regina, Sask.—The Motor Supplies, Ltd., has started business.

McTaggart, Sask.—The Rogers Hardware Co. has started business.

Montreal, Que.—Villancourt & Bastion are opening a plumbing business.

New Firms in West.

Soloman Kravitz, formerly clerk with Sector Bros., Luseland, has bought out the bankrupt stock of Winkler Bros., at Luseland, Sask., and has already added considerable to this stock.

Spalding & Toepper is the name of a new hardware firm just opening up in Kerriemuir, Alta. Both Mr. Spalding and Mr. Toepper have for some time been acting as clerks in the hardware store of Methias McBrien, Castor, Alta. Kerriemuir is a new C.P.R. town.

Fire Losses.

Calgary, Alta.—S. B. Ramsay, dealer in wallpaper and paints, has recently suffered a loss by fire.

Business Changes.

Pense, Sask.—H. McGillivray has succeeded to the hardware business of B. L. Van Slyck.

Roland, Man.—The hardware business of J. E. Buch & Son has been sold to Mr. Horn.

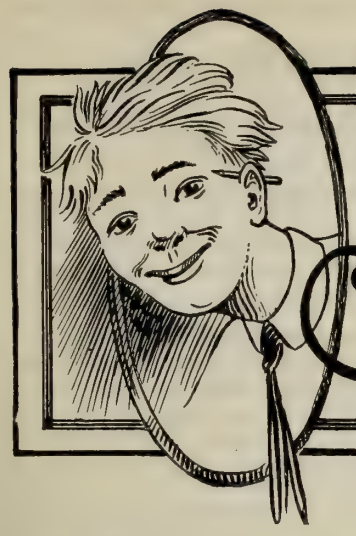
Hawkeston, Ont.—R. G. Kendall has disposed of his hardware business to Erson Kendall.

Saskatoon, Sask.—It is reported that the stock of the Westhaven Hardware Co., Ltd., has been sold.

Toronto, Ont.—Jas. Atkinson has purchased the hardware and crockery business of Geo. E. Membery.

Leamington, Ont.—R. Lenden, hardware merchant, has purchased the stock of the Ontario Hardware Co.

Scollard, Sask.—The hardware stock and fixtures of the estate of C. M. Thompson has been sold to J. H. Duckworth.



THE JUNIOR CLERK'S PAGE

The Art of Commercial Enameling

HARDWARE and Metal recently received an inquiry from a hardware clerk asking for information regarding the enameling of cooking-ware and other articles.

The accompanying article, giving the desired information, is an abstract of a paper contributed to the American Society of Mechanical Engineers by Raymond F. Nauler.

In the preparation of enamels the purity of the raw materials to be compounded must be certain, and in the cases where materials can vary in strength the actual analysis of the substance must be known to assure proper results. In many cases the secret of an enamel lies in its formula and so the compounding of the batches is very carefully guarded, only a person of responsibility having charge of weighing the ingredients.

The various materials are generally kept in bins which are numbered, the person in charge of the mixing having the formula stated in terms of these numbers. The properly weighed batch is thoroughly mixed, this being accomplished either by shoveling carefully on a specially prepared floor, or my mechanical mixing by means of a rotating agitator.

The product of the mixing room is taken to the smelter in which the various ingredients are fused together in the form of a mass having the characteristics of glass. The furnace in which this operation takes place is a special reverbatory furnace similar to that used in the puddling process in the manufacture of wrought iron.

The coal is placed on a grate at the front end of the furnace and the burning gases pass over the bridge wall, strike the roof and are deflected against the batch. The fluxing materials then melt down, and, as the heating is continued, dissolve the refractory constituents.

If the batch is properly stirred and the temperature of the furnace carefully regulated, the product of this operation is a clear, transparent glass containing no particles of unfused material. When a test of the fusion comes up to this standard the furnace is tapped and as the liquid glass flows into a tank of cold water it is broken up by the chilling action of the water, the result being a thorough granulation of the product. The material thus prepared is known as "frit."

The next step in the preparation of the enamel involves grinding the frit to a fineness at which it can be applied to the surface of the metal. The mill here used is the ordinary pebble mill lined with porcelain brick and containing very hard flint pebbles. In the cast iron industry two general processes are used, the dry and the wet; in sheet metal work only the wet. In the first case the frit is ground dry, the pulverized enamel being sprinkled on the hot cast-iron piece. In the wet process a certain percentage of pure white clay is placed in the mill with the frit and a certain definite amount of distilled water. When certain grades of enamel are to be manufactured various compounds are also added here to aid in producing desired colors, gloss, and opacity. An instance of this is the addition of tin oxide in the mill in the production of white cooking utensil enamels.

The fineness to which the enamel is ground depends upon the particular use to which it is to be put, manner of application, and other factors. In the wet process the essential feature is that it be fine enough to remain suspended in the water assisted by the clay and the so-called "vehicles" mentioned below.

Before applying the enamel to the metallic surface it is prepared by a process known as "setting up." This involves the addition of certain chemicals to the enamel as taken from the mill, the function of this addition being to assist the clay in holding the enamel particles in suspension. Substances so added are termed "vehicles." At this stage the enamel must be diluted with distilled water to the proper consistency for application to the metal.

In applying the enamel to the metallic surface three general methods are in use: The first, applicable to small pieces only, is known as "dipping," the piece being dipped into the enamel, the excess of which is shaken off, leaving a thin coating on the metal. The second method, known as "slushing," involves pouring the prepared enamel over the surface and allowing it to drain. The third method, which is the principal one used on larger apparatus, involves spraying the finely ground enamel on the metallic surface by means of the compressed air atomizer.

The first type of furnaces in use is known as the muffle furnace and involves the use of a large fire-clay oven externally heated by means of coal, gas, or other fuel. The apparatus to be fired is placed on suitable supports in this muffle. The other type of furnace is known as the direct type of furnace, in which the heat from the fire is taken up by the walls of the firing chamber and radiated to the apparatus placed within the chamber on suitable racks.

In a furnace for firing smaller ware the charging mechanism is a fairly simple matter, it being necessary merely to place the material in the furnace by means of a small fork operated by hand or mechanically. But in the manufacture of engineering apparatus where a single piece may weigh 3,000 to 4,000

(Continued on page 58.)

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

With the advent of fine weather the demand for hardware and paints has been stimulated and retailers are now very busy selling spring and summer goods. The metal situation remains practically unchanged with only a limited amount of business passing. Nails have advanced in price at Toronto, Hamilton and London. There is a scarcity of turpentine at Toronto. Copper rivets and burrs have also changed in price. An improvement is reported in the demand for building materials. Paints and varnishes are moving rapidly and retailers throughout the country are well pleased with the improvement in business since the advent of warm weather.

MONTREAL.

MONTREAL, May 20.—Business has been decidedly better lately with both jobbers and retailers, due no doubt, in a large measure to the more seasonable weather that has prevailed. The "Clean-Up" campaign is on this week and the dealers report that it has helped their sales of cleaning utensils, scouring and polishing goods to an appreciable extent. Many timely window displays have been made and a majority of the dealers have also arranged goods inside the store in a prominent position that suggest themselves as suitable for the clean-up week. Judging from the first few days the movement has been a pronounced success in Montreal and it will, no doubt, be made an annual feature.

Spring Goods in Big Demand.

There has been a noticeable increase in the amount of business in seasonable lines during the last week or two. Repeat orders are coming in daily for such lines as hammocks, baseball goods, wire cloth, fly screens, ice freezers, garden hose and sprinklers, lawn mowers and rollers, etc. While these goods were late in getting started they appear now to be making up for the lost time.

Fishing Tackle.

A good deal of business is being done in fishing tackle at the present time. This line, like many others, was held back by unseasonable weather, many of the lakes and rivers not being free of ice until late. There has been a good movement of all kinds of tackle during the last couple of weeks.

Builders' Hardware.

Owing to the large amount of construction work going on, especially in the suburban districts, there has been a good demand for builders' hardware. This has been the case for several weeks and the business shows no immediate signs of dropping off.

Rope, Twine, Etc.

Since the opening of navigation there has been more interest in all lines of rope, and sales have been quite generous. Prices have been maintained and are as follows: Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 ft., 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Nails and Screws.

Though there has been some talk of a new price for nails, nothing has materialized yet. The tendency seems to be for an advance. The present price is $2.20 base for steel wire nails, and $2.60 for cut nails. Screws are still quoted with the discounts as listed in the current market quotations and no change is anticipated for a time at least.

Stoves and Ranges.

The trade in this department has been largely confined to oil stoves and heaters and gas stoves, though there has also been some business done in coal and wood ranges, principally for summer cottages. For this latter purpose the lighter models seem to be mostly desired. Camp stoves have also been moving with the advent of warmer weather.

Metals.

A general weakness characterizes the metal markets this week and while there have been no actual changes in the prices as quoted last week, the tendency is for lower prices in several lines. Tin continues to decline, with slight daily fluctuations, in the London market. The price locally is still quoted at 41 to 41½, to which point it went last week. Antimony is quoted at $8.50 in a dull market. The quotation for spelter remains at $6 and the market featureless. Copper, which dropped last week to $16 is still held at that figure, and the market is weak. Lead, which last week was marked up to $5.25 is again back at $5 per hundred and pig-iron is unchanged.

Lead and Lead Waste Pipe.

The demand for lead and lead waste pipe has been about the average. The market is quiet and the price of 7½ and 9 cents a pound with discounts of 7½ per cent. is still quoted.

Bar Iron.

The market on bar iron is firm and the quotation is $2 to $2.05 base, Montreal. Business is about the average.

TORONTO.

TORONTO, May 21.—The most important change during the week was the advance of 15 cents per keg in the price of wire nails. The advance was not unexpected, as reports in Hardware and Metal in the issues of April 4, April 11 indicated that wire nails would advance as a result of the duty placed on wire rods used in the manufacture of nails. Manufacturers claimed that they were not making any money on nails, and quotations were ranging from $2 base and upwards.

Advance in Nails.

The ruling price is now $2.25 base, and a further advance before long would not be a surprise to those who keep closely in touch with the nail situation. Copper rivets and burrs have changed in price, and are now quoted by Toronto jobbers at 35 and 12½ per cent.

Rope, Twine, etc.

Cordage manufacturers and jobbers report that business is as good as could be expected, and that a very good demand was caused by the opening of navigation. One representative reported that the business outlook was splendid, and he was hopeful of a good year's business. Toronto quotations are as follows:—

Best Pure Manila	15c lb. base.
British Manila	11c lb. base.
African Hemp	11c lb. base.
Sisal Rope	10½c base.
Lath Yarn, Single	9¾c lb.
Lath Yarn, Double	10¼c lb.

Other lines are shown in current market quotations.

Binder twine prices are:—650-ft. twine, 13½c lb.; 600-ft. twine, 11c lb.; 550-ft. twine, 9¾c lb.; 500-ft. twine, 9¼c lb.; ⅛c per lb. allowance on 5 tons and over; ¼c lb. allowance on 10 tons

and over; delivery allowed on 300 lbs. and over.

Stoves, etc.

A fair volume of business is passing in the stove line. The demand for gas ranges and summer stoves of various kinds is very brisk.

No price changes in stoves or enamelware have been reported.

Old Materials.

The following prices are being paid, f.o.b., Toronto, on old materials:—

Tea lead, package	2½ to 3½c lb.
„ „ chest	3c to 4c lb.
Lead (heavy, pipe, etc.)	3c to 4c lb.
Brass, heavy	8c to 9c lb.
Brass, light	7c to 8c lb.
Zinc, heavy	3c to 4c lb.
Copper, heavy	10c to 11c lb.

Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

Metals.

The metal markets are in much the same condition as last week, with only a fair amount of business passing. The following prices are being quoted at Toronto:—Tin, 35½c to 39c lb.; lead, $4.90 to $5 per 100 lbs.; copper, 15c to 16½c lb.; antimony, 8¾c to 9c lb.; zinc, 5½c to 6c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 24c to 26c lb.; pattern aluminum, 22c to 24c lb.; ingot aluminum, 18½c to 19½c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 21¾c lb.; wire solder, 27c; tinkers' bar solder, 28c lb.; lead wool, 8c lb.

Bar Iron.

No change has taken place during the past week, and Toronto jobbers are quoting bar iron at $2 base, f.o.b., Toronto, and $1.90 base, f.o.b., factory.

Quotations on Furs.

Toronto fur dealers are quoting the following prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

LONDON.

LONDON, May 21.—On account of warm weather business is very good here this week. The retail merchants have all they can look after. All summer lines have started to move and a very cheerful spirit prevails.

Changes in Prices.

Wire nails are now $2.25 base. Jobbers seem to think this price will be maintained. Copper rivets and burrs (burrs not exceeding one-third weight of rivets and burrs combined) are now quoted, discount 35 and 12½ per cent.; copper rivets, discount 35 and 12½ per. cent.; copper burrs, discount 15 per cent.

No change has taken place in quotations on screws and jobbers are quoting the following prices: Flat head, bright, 85, 10, 7½, 10, 10 per cent.; round head, bright, 80, 10, 7½, 10, 10 per cent.; flat head brass, 75, 10, 7½, 10 per cent.; round head brass, 70, 10, 7½, 10 per cent.

Paints, Oils, Etc.

With the advent of fine weather there has been an improvement in the demand for paints, oils, glass, etc. Linseed oil is quoted as follows:

	Raw.	Boiled.
1 to 2 barrels	63c	66c
3 to 5 barrels	62c	65c
6 to 9 barrels	61c	64c

Less than 1 barrel add 7 cents per gallon.

Turpentine quotations are:

1 barrel lots	65c gallon
2 to 4 barrels	64c gallon

For less than 1 barrel add 7c gallon.

The following prices are quoted at London on seasonable goods:

Rope.—

Pure Manila	15c base
British Manila	11c "
African hemp	11c "
Sisal	10½c "
Cotton rope	25c "

Poultry Netting Staples.—

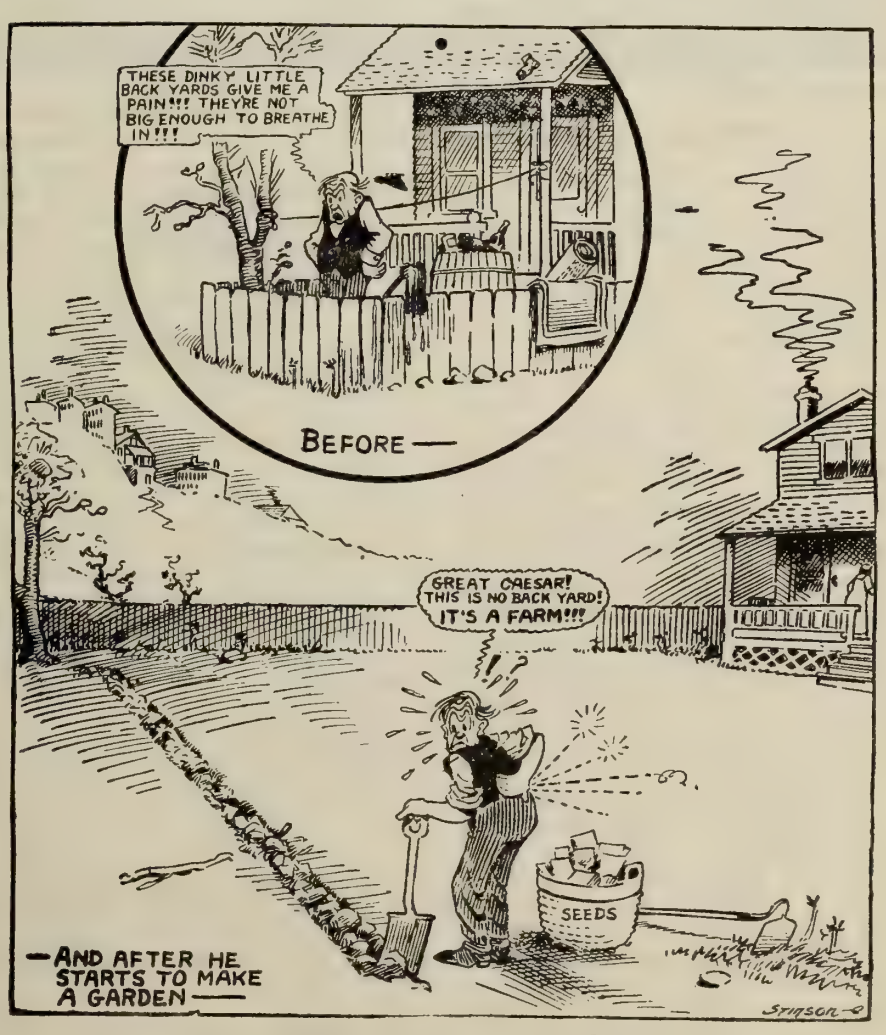
100-lb. keg	$4.50 per 100
25-lb. box	$4.85 per 100
10-lb. box	$5.25 per 100

Fence staples, all sizes, bright, $2.55 keg, galvanized, $2.85; fence hooks, galvanized, $2.85.

WINNIPEG.

WINNIPEG, May 21.—While business could desire, there is yet a conness is not yet as brisk as some siderable improvement noted in several lines—this due in a large measure to the improvement in the weather.

Price changes have been few. White lead, however, was on the 15th advanced about 20c. There was no immediate



A little spading makes the yard bigger.

cause for this, other than the fact that handlers have under-estimated the cost of marketing the product for some time. In other words, it seems that dealers have been getting an advantage in price, to which, considering general conditions, they were hardly entitled.

Building Paper Active.

The great improvement in the weather has done much towards stimulating building work generally, and the demand for the goods needed for building has advanced materially. Nails have been moving well. The same is true of building paper, and, though the call for builders' hardware is light as yet, there is good reason to expect that this will improve quite largely.

Building permits this year seem to indicate the construction of very many apartment houses. So evident is this, indeed, that it is now regarded as quite possible that there will be a dearth of stonemasons and bricklayers. These apartment houses, of course, take longer to erect than ordinary residences. The large demand for builders' hardware, therefore, which they must bring will quite probably be late in starting.

Fortunately, however, a number of these apartment houses were gotten under way last fall, and are now ready for the installation of hardware and plumbing fixtures.

Supplementary Ordering.

From the country a good demand for fencing is noted, and in the city garden and lawn tools are still in big demand. Retailers whose stock was well-nigh cleaned up during the clean-up, paint-up campaign, are now finding it necessary to place supplementary orders.

By the paint houses the clean-up, paint-up campaign is being voted a great success. It has been possible already to trace a good part of the results, and there is no doubt that the demand for paints was very gratifying. The call for other lines, such as garden tools, was heavy, but as yet it has not been possible to compare this with any degree of accuracy with the sales of former years. It seems, however, that the campaign met with almost greater success than was to be expected, and dealers are almost certain to fall in with this movement even more heartily next year.

Movement in Heating Lines.

In heating lines an improvement is noted. Stoves have not been moving exceedingly well, though a slight betterment is reported here. Furnaces seem to be moving a great deal better. One Winnipeg house reports having done more business the first two weeks of May than they did in the whole of March and April.

The managers concede, of course, that March and April were slow months, but, despite this find the results in May are highly gratifying.

COMMERCIAL ENAMELING.

(Continued from page 55.)

pounds, it is necessary to have a large mechanical charging machine.

The apparatus to which the enamel has been properly applied is placed in the furnace, which is maintained at the proper temperature. This temperature varies with the nature of the enamel, and, in cases of high silicon acid-proof enamels, reaches in the neighborhood of 2,500 degrees Fahrenheit. The control of the burning is made possible by the changes which occur in appearance of the enameled surface as fusion takes place.

At first the fine particles of enamel begin to fuse together and a general blister condition exists, giving the surface a very dull appearance. But as the enamel matures, this dull appearance gives way to a bright gloss, which, when properly developed over the entire surface, is indication that the piece should be withdrawn from the furnace. The time required to burn a piece properly depends upon the temperature of furnace, thickness of metal, and nature of enamel.

In general, there are two kinds of enamel, known as ground coats and cover coats. The former serves as a bond between the enamel and the steel, and the latter serves to build up the body of the enamel and presents the finished surface.

In the ground coat, color is no object. The coat is the one which forms the major part of the enamel, and, if definite color, opacity, etc., are objects, the necessary ingredients for their production are introduced here. In the manufacture of acid-proof enamel, the cover coat is essentially a high silicate and must be free from any metallic oxides, such as oxide of tin, lead, iron, etc.

The piece to be enameled receives one ground coat which is burnt well into the steel at a high temperature. The over coats may be one or two in number for ordinary enameling, but should be at least triple for acid-proof work. In the production of acid-proof apparatus, the use of a ground coat or cover coat is now eliminated, and the same material, which in place of being an enamel, as commonly termed, is in reality a boro-silicon glass and without the use of any metallic oxides in its compounding.

The constituents of the frit used as a cover coat for "dark blue" cooking-ware would be:

	Per Cent.
Silica (SiO_2)	53.5
Alumina (Al_2O_3)	9.5
Soda (Na_2O)	20.3
Potash (K_2O)	3.6
Boric Oxide (B_2O_3)	10.2
Cobalt Oxide (CoO)	2.6
Manganese Oxide (MnO_2)	0.3

The production of a good white enamel either for cast-iron or sheet-steel work may be said to depend, at the present time, upon the use of tin oxide. Great have been the efforts to substitute less expensive substances, such as compounds of antimony and lead. But an antimony white which looks good alone is plainly seen to be off-color when compared with a good tin oxide white.

There are any number of formulæ for black enamels, but when the results are closely compared we find that the colors range widely through brown-blacks, blue-blacks, purple-blacks, etc. Certain compounds of manganese and iron used together give a color approaching black. Other formulæ call for the combined use of oxides of manganese, cobalt, and copper. Again, we find oxide of nickel added to the above three oxides.

A color much seen in enamels is blue and the use of cobalt is very satisfactory in the production of this color in various grades of intensity. Manganese alone produces purples and violets, and in combination with cobalt gives various shades of purple-blue.

Green enamels are chiefly produced by the use of chromium oxide and copper oxide, while in some cases a mixture of copper and cobalt oxide is used.

Reds of various shades are produced by the use of red oxide of iron. In connection with it we find that tin oxide aids greatly in giving opacity and bringing out the color. In the production of brown enamels we may use ferrous chromate. Various yellows are produced by salts of cadmium, chromium, and uranium.

The more delicate shades of rose and purple are produced by the use of gold compounds. So-called "pink rose" is used in the manufacture of certain artistic enamels. Perhaps the best known gold compound used in enamel coloring is "purple of Cassius." The exact composition of this product is a question. It is made by the combined use of auric, stannous, and stannic chlorides. The color produced is also commonly called "purple of Cassius."

At a meeting of the Winnipeg Board of Trade on May 12, Mr. James Ashdown criticised the Dominion Railway Board for the decision they handed down in the Western freight rates case, claiming that they were Easterners, and did not have the West at heart.

You've Seen Our Ads.

There's no hiding the Martin-Senour advertisements this year—they stand right out in the best Farm Papers, Religious Publications, Magazines, etc., all through Canada—working hard for our dealers. Write Montreal Office to-day for our special new dealer's proposition.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX



The Berry Brothers trade-mark protects you against selling inferior varnishes. It is your customer's assurance that you are selling him meritorious varnishes. Every can of Berry Brothers' Varnishes that goes over your counter adds to your reputation and means lasting satisfaction for your customer.

Back of this trade-mark is a reputation of over fifty years for high-grade varnishes. This reputation helps you to sell Berry Brothers' Varnishes.

You can push Berry Brothers' Varnishes, build up a trade on them with the assurance that it is permanent. It means that you are backed by the largest varnish makers in the world. The demand for Berry Brothers' Varnishes is sure, steady and reliable.

Sell Berry Brothers' Varnishes. Write us for more information.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858.
WALKERVILLE, ONTARIO

Weekly Market Report---Paints

MONTREAL.

MONTREAL, May 20.—With the "Clean-Up and Paint-Up" campaign in full swing this week the paint dealers are all busy and consequently happy. Jobbers report that the campaign has had the effect of stimulating paint sales very materially and business this spring has been exceptionally good. Retailers have been featuring clean-up goods and utensils this week and in the majority of cases have co-operated with the officials in charge of the campaign in every way possible. There have been no changes in prices since last report, but business in all lines has continued brisk.

Linseed Oil.

The demand for linseed oil has been very good and a continuance of the present conditions is looked for. Prices have not changed and are quoted as follows:

Raw Linseed—
1 to 4 barrels ..... 60c per gal.
5 to 9 barrels ..... 59c per gal.
Boiled Linseed—
1 to 4 barrels ..... 63c per gal.
5 to 9 barrels ..... 62c per gal.

Turpentine.

There has been no change as yet in the price of turpentine, though it has been intimated that prices might be shaded a little later on. Stocks are low with many of the dealers at present, but there will probably be a plentiful supply very soon. Sales have been satisfactory, along with paints, and quotations are:

1 barrel ..... 64c per gal.
5 barrels ..... 63c per gal.

Five-gallon packages, 5 cents advance; packages extra; terms net.

White Lead.

White lead sales have been about the average and the prices are unchanged at $8.05 per hundred for ton lots, and $8.25 for less than ton lots.

Glass and Putty.

There has been no change in the price of glass here. Quotations are: Star, $3.40 base, net, for country, and $3.65 base, less 5 per cent., city; double diamond, $5 base, net, for country, and $5.40 base, less 5 per cent. for city dealers. Plate glass is subject to a discount of 40 and 5 per cent. off list for country, and 50 and 5 per cent. off list for city dealers. Heavy shipments of glass continue to arrive and orders are being filled by the jobbers, in many instances, direct from the wharves. The demand for putty is about as usual.

Gasoline.

Quotations on gasoline are the same as at last report. Business continues good, both in the city and for country trade. Prices are as follows:

Barrels, in wood ..... 23c gallon.
In steel and drums ..... 19½c "
Tank wagon (100 gals.) ..... 19c "

TORONTO.

TORONTO, May 21.—The fine weather of the past week has had a splendid effect in stimulating the demand for painting materials. Retailers report that business has picked up splendidly, and that the demand for paints, oils, etc., is brisk. The demand for glass is only fair, and no change has taken place since the decline noted last week. There is a scarcity of turpentine at Toronto, and quotations are a little firmer, although unchanged.

Linseed Oil.

The demand for linseed oil is not heavy at present. No changes have taken place since the decline of last week. The ruling quotations are:—

Raw Linseed Oil—
Single barrels .....63c gallon.
3 to 5 barrels .....62c gallon.
6 to 9 barrels .....61c gallon.
Boiled Linseed Oil—
Single barrels .....66c gallon.
3 to 5 barrels .....65c gallon.
6 to 9 barrels .....64c gallon.

Oil in less than barrel lots, 7 cents per gallon. Cans are charged at: 5-gal. cans, 50 cents each; 10-gal., 75c each.

Turpentine.

The market in naval stores is showing strength, and prices are being well maintained. There is a scarcity of turpentine in Toronto at present. Quotations are as follows:—

Single barrels .....65c per Imp. gal.
2 to 4 barrels .....65c per Imp. gal.
5-gallon lots .....72c per Imp. gal.

White Lead.

The ruling quotations in white lead remain unchanged. Less than ton lots is quoted at $8.40 per 100 lbs.; ton lots at $8.20 per 100 lbs.

Glass.

Glass is only in fair demand at present. A discount of 20 per cent. is being quoted off the $4.25 base for 16 oz. and 25 per cent. off the double diamond list for stock cases. Cut sizes are quoted at 40-10 per cent.

Gasoline and Benzine.

The demand for gasoline is becoming more active. Single barrels are quoted at 21½ cents per gallon; benzine is quoted at 20½ cents per gallon in single barrels.

Ready Mixed Paints.

There has been a big improvement in the demand for ready mixed paints owing to the improved weather conditions. Retailers are now doing a big business in ready mixed paints, varnishes, etc.

TURPENTINE ADVANCED.

Just before going to press Hardware and Metal was advised that Toronto quotations on turpentine had been advanced two cents per gallon.

TEAM WORK.

"Work together. Make every department of the store work in harmony with every other, in short team work; that is what will bring real success in retailing."

The foregoing is the recipe for success given by a veteran retail merchant who has now retired on the competency he secured in conducting a general store in a moderate sized Northwestern town.

The whole proposition was brought forcibly to the writer's attention last week when he went into a Twin City store and found that the clerk who waited upon him knew practically nothing about the goods the firm had been advertising in the daily papers at heavy expense.

There is no excuse for this kind of thing or for anything but real co-operation between the various activities in the store. Without such team work, says Hardware Trade, there is sure to be much lost motion and in any undertaking this is certain to be expensive.

A merchant can spend all kinds of time and money in preparing and publishing the most effective advertising possible, and then lose a good part of its effect through careless or neglectful salesmanship.

Sales can be large and at good prices, but if the collection end of the business is not given proper attention, loss is sure to follow. And so it goes with every kind of store activity.

A store should be like a well designed machine, with the gear wheels meshing properly, with all shafting well aligned and the entire mechanism lubricated with the oil of enthusiasm and store spirit.

There are different ways of securing this much-to-be-desired result. Among them may be classed the periodical meeting of all hands, when the policies and problems of the institution can be discussed, plans laid and instructions given as to the work that should be done in order to make the most of the money spent for the various kinds of publicity.

United you will stand, divided you fall.



We Give You Vital Help In Trade Building

By adding Brandram-Henderson products to your line, you at once get a direct, personal interest in an Advertising Campaign costing thousands of dollars.

It has been devised and conducted to help **you.** Publicity pays when you have the right goods back of it, but the cost of a really effective campaign would probably be staggering to an individual dealer. You can get the benefit of the Brandram-Henderson campaign without paying a cent. Our program includes all good modern advertising; poster, farm journal and newspaper work; indoor and outdoor display; booklets, folders, etc., to reach the user—in short, everything you need to push sales, all prepared in your interest and aimed to bring buyers to your store.

This we do to HELP YOU SELL, and you will miss a great opportunity if you do not include B-H goods in your line. B-H goods, of course, are known everywhere. They have an established reputation that is in itself an asset to the dealer who handles them, and such goods, backed up by effective advertising, are sure sellers. Take, for example,

B-H "ENGLISH" PAINT

This is the paint made in white and tints with 70% Brandram's B. B. Genuine White Lead and 30% Pure White Zinc. Every painter knows what this means—every painter knows that B-H "ENGLISH" when put to the test of service, has proved unexcelled in endurance.



Vigorously pushed by our advertising campaign, this and other B-H products will be in greater demand during 1914 than ever before. You can get your share of the profits by hitching your wagon to B-H quality and B-H selling helps. Write us and we'll gladly send you full details.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 2S ball, $12 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. .....$S 50 $S 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits. 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz....	9 00
Samson single bit, handled, doz.	12 50
Samson double bit, doz....	12 50
Samson flooring axes No. 2, doz.	9 00
Single bit, doz.	6 75 9 50
Double bit	10 50 12 00
Hunters' Axes	5 00 6 00
"Boys'" Axes	5 75 6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless. Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3, Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 20½c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS. Lb.

Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14 0 13
Ingot, Yellow, lb...	0 13 0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz. ..	4 00
Without rim, 18x28, doz. ..	4 50
Without rim, 20x30, doz. ..	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash). Per doz.

Glass, doz.	3 50
Enameled, doz., net	3 50
Pony	$1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass) ..	3 50
Western King (Enamel) ..	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).

Per yard.

40 inches, 7 oz.	0 05¼
40 inches, 8 oz.	0 05½
40 inches, 10 oz.	0 06¾

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz....	2 70
2 gal. jacketted, per doz....	3 60
3 gal. jacketted, per doz....	4 20
5 gal. jacketted, per doz....	4 80
10 gal. jacketted, per doz...	8 40

CEMENT AND FIREBRICK.

Portland, per bbl., Delivered	1 65
Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b.	1 50
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire brick, English..17 00	21 00
Fire brick, American, low 23 00	25 00
Fire brick, American, high 27 50	31 00
Fire clay (Scotch), net ton	6 50
Fire clay (American), net ton	5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., per lb...	0 05
25 lb. tins, per doz., per lb..	0 04

CEMENT, ROOFING.

Per gal.

Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.)..	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters Colored, per gross	0 65 0 80
Carpenters lead pencils, per gross....	2 40 6 75
Crayons, per gross..	0 20

CHISELS.

Cold chisels, 5x6 in., doz....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.....	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLAMPS.

Malleable swivel head, 4 in.	2 50
Malleable adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C..	18 00
Cadillac Electric, Model D..	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER.

	Montreal. Per 100 lbs.	Toronto.
Casting ingot $16 00		$15 50
Cut lengths, round bars, ½ to 2 in....		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base..		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6 and No. 7, lb..... 0 31½
No. 8, No. 9, No. 10, No. 12 0 31

CRATES.

Humpty-Dumpty, egg, doz 3 75

(CANADA) PLATES.

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	4 00

Galvanized—

	Apollo	D. Crown	Corbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. Famous (equal Bradley). Per box

I C, 14x20 base....	$7 00
I X, 14x20 base....	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base....	7 00	7 00
I X, 14x20 base....	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base.	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base....	4 50
20x28, double box.	9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin	9 40

Do you know how to build up A Profitable Paint Business?

No doubt you will answer "By selling nothing but the best on the market and satisfying your customers"; but, how are you to know which is the best paint on the market?

Over **half a century** in the paint business puts us in a position to produce paint which we know, and absolutely guarantee to be pure; the kind of paint which will bring your customers back for more, once they have tried it.

R. C. Jamieson & Company, Limited

Established 1858

Owning and Operating P. D. Dods & Co., Ltd.

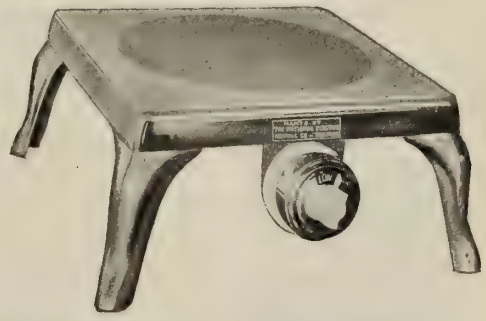
MONTREAL **VANCOUVER**

New "NATIONAL" Appliances, One and Two Disc Hot-Plates and Portable Oven

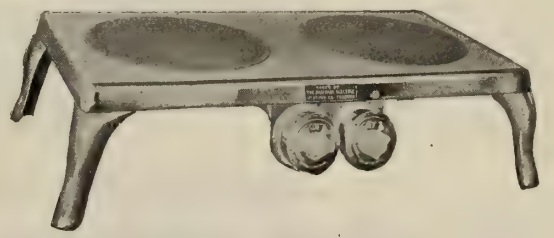


Portable Oven works off light socket; inside dimensions 12½" wide, 9¾" high, 11" deep. Current consumption, 165-330-660 Watts. Supplied complete with three-heat switch, 8' cord and attachment plug, $20.00.

The demand for these will be large this season, so get our descriptive literature and discounts now.



Single Disc Hot-Plate, working surface 10" x 10". Current consumption, 275-550-1100 Watts. Supplied with three-heat switch, $10.00.



Two-Disc Hot-Plate, working surface 10" x 20". Current consumption, 275-550-1100 Watts. Supplied with two three-heat switches, $19.00.

The National Electric Heating Company, Limited

TORONTO, CANADA

CHARCOAL TIN BOILER PLATES.
Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x65, 50 sheet (boxes)

TINNED IRON.
72x30 up to 24 gauge, case lots ..... $ 8 25
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots 8 75
extra.

CLEVICES, 7½c per lb.
CROWBARS, 4½c per lb.

D

DOORS, SCREEN. Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style.. 8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.
Yarmouth Double Filled.
29-inch, 7 oz. 0 17¾
29-inch, 8 oz. 0 19½
29-inch, 10 oz. 0 24½
29-inch, 12 oz. 0 29½
Standard Single Filled.
29-inch, 6 oz. 0 12½
29-inch, 7 oz. 0 14
29-inch, 8 oz. 0 15½
29-inch, 9 oz. 0 17½
29-inch, 10 oz. 0 19½
29-inch, 12 oz. 0 23¼
29-inch, 15 oz. 0 32

E

EAVETROUGHS.
10 inch, in 10 ft. lengths... 3 30
12 inch, in 10 ft. lengths... 3 88
15 inch, in 10 ft. lengths... 5 53
Add extra 10c per 100 ft. O.G.
Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS. Per cent.
Disston's 75
Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle.... 75
McClellan Globe 75
Black Diamond 66
Delta Files 65
Nicholson 66⅔
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) 35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent.
Discounts east of Port Arthur.
Dana Freezers, Crank Only.
1 quart, each 1 70
2 quart, each 2 00
3 quart, each 2 20
4 quart, each 2 65
6 quart, each 3 35
8 quart, each 4 30
10 quart, each 5 80
12 quart, each 6 65
16 quart, each 9 35
Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.
20 quart, each 12 80
25 quart, each 16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 21½c gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb...	0 16¼	0 17¾
250-lb. casks, lb...	0 16½	0 18
100-lb. drums, lb..	0 17½	0 19
50-lb. drums, lb...	0 17½	0 19
25-lb. drums, lb...	0 17¾	0 19¼
1-lb. pack, lb.	0 19¾	0 21¼
50-lb. drums, lb....	0 17½	0 19
½-lb. pack, lb. ...	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.		0 24¼

HOYLES PARIS GREEN.
Petroleum Barrels, per lb. 0 10
Arsenic Kegs, per lb..... 0 10¼
50 lb. and 100 lb. Drums, per lb. 0 11¼
25-lb. Drums, per lb. 0 11½
1-lb. Papers, per lb. 0 13¼
1-lb. Tins, per lb. 0 14¼
Terms:— Net Cash 30 days.

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).
Jute Rope, ¾-in., per gross 8 00
Jute Rope, ⅞-in., per gross 10 50
Jute Rope, ⅝-in., per gross 13 50
Leather, 1-in., per doz. 4 00
Leather, 1½-in., per doz... 5 20
Web 2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS. Doz.
Samson shingle, No. 1.....$13 13
Samson shingle, No. 2 .... 14 20
Samson claw, No. 1 ..... 15 10
Samson claw, No. 2 ..... 15 70

HAMMERS.
Tack, iron, doz. .....$ 0 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
Adze hickory handle, lb... 6 25
Adze straight claw, 1 lb., doz. 7 00
Farriers hammers, 10 oz., doz. 5 50
Tinners setting, ½ lb., doz. 4 50
Machinists, ½ lb., doz. ... 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over 0 06
Sledge, Napping, up to 2 lbs. 0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs.. 4 00
Over 12 in., per 100 lbs.. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.
Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.
Competition ..... 70 5 p.c.
Corrugated, ½ in., ft.... 0 13½
Corrugated, ¾ in., ft..... 016

HANGERS, BARN & PARLOR.
Richards Wilcox No. 021 R.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track Special.
Zenith 9 00
Atlas, steel covered.. 5 25 6 60
Perfect, No. 1 ..... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 ..... 10 00
New Milo, flexible .. 6 00
Double strap hangers, doz. sets 6 50
Standard jointed hangers, doz. sets. 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail.... .... 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.

HOES. Grub, 3½-lb., $4 doz.

HOOKS (CONDUCTOR).
Never-slip, 2 in., 1½ lbs., per doz., net $0 30
Never-slip, 3 in., 3 lbs., per doz. net 0 45
Never-slip, 4 in., 4 lbs., per doz. net 0 60
Never-slip, 5 in., 5½ lbs., per doz. net 0 80
Hinged, 2 in., 2½ lbs., per doz. net 0 50
Hinged, 3 in., 3 lbs., per doz. net 0 65
Hinged, 4 in., 5 lbs., per doz. net 0 90
Hinged, 5 in., 6 lbs., per doz. net 1 10

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel...	0 15	0 15
Shoe calk steel...	3 10	3 15
Mining cast steel..	0 07½	0 08
High speed	0 65	0 65
Capital tool steel.	0 50	....
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel..	0 06½	....
Silver tool steel..	0 12½	....

Cold Rolled Shafting.
9-16 to 11-16 inch. 0 06
¾ to 1 7-16 inch... .... 0 05½
1 7-16 to 3 inch... .... 0 05
Montreal 35, and Toronto 30.

IRONS (SAD).
Mrs. Potts, No. 55, polished, per set 0 78
Mrs. Potts, No. 50, nickel-plated, per set 0 88
Mrs. Potts, handles, japanned, per gross 9 00
Sad irons, common, plain.. 5 00
Sad irons, common, plated. 5 50
Asbestos, per set 1 50
Princess Electric, each..... 3 00
Gasoline Sad Iron, each... 3 50

LADDERS, ETC.
(Step Ladders.)
Shelf-lock ..... 12c ft.
Ontario ..... 16c ft.
Faultless ..... 25c ft.
Extra Heavy ..... 28c ft.
Hercules ..... 23c ft.
Decorator .....18c and 20c ft.
Chair Ladders, each.....$2 00

(Roped Extension.)

20 ft. $3 00	42 ft. ....$ 7 95		
22 ft. 3 30	44 ft. 8 36		
24 ft. 3 60	46 ft. 8 74		
26 ft. 3 90	48 ft. 9 12		
28 ft. 4 20	50 ft. 9 50		
30 ft. 4 50	52 ft. 11 44		
32 ft. 4 80	54 ft. 11 88		
34 ft. 5 78	56 ft. 12 32		
36 ft. 6 12	58 ft. 12 76		
38 ft. 6 46	60 ft. 13 20		
40 ft. 6 80			

(Common Extension.)
20 ft. each $2 60
22 " 2 86
24 " 3 12
26 " 3 38
28 " 3 64
30 " 3 90
32 " 4 16
34 " 5 10
36 " 5 40
38 " 5 70
40 " 6 00
44 " 7 48

(Common Single.)
8 ft., each $0 80
10 ft., each 1 00
12 ft., each 1 20
14 ft., each 1 54
16 ft., each 1 76
18 ft., each 1 96
20 ft., each 2 40
22 ft., each 2 64
Chair ladder, each 2 00
Common, plain 5 00
Shelf-lock .....12c ft.
Extra Heavy .....25c ft.
26 ft. .... 3 90 48 ft. 9 12
30 ft. 3 90
Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.
Trulite, doz. 7 00
Beacon, doz. 7 00
Wrightlight, doz. 7 00
No. 2 or 4, plain cold blast, doz. 7 00
Short globe pattern, doz.. 7 00
Japanned cold blast, doz.. 7 50
Brass, well japanned, doz. 9 25
All brass, doz. 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LATHS (METAL).
26-gauge, painted metal lath, per sq. yd. 0 10
24-gauge, painted metal lath, per sq. yd. 0 13
23-gauge, painted metal lath, per sq. yd. 0 15
24-gauge, galv. metal lath, per sq. yd. 0 17
23-gauge, galv. metal lath, per sq. yd. 0 19

LEAD. Montreal Toronto
Domestic (Trail), 100 lbs. 5 25 4 90
Imported pig, per 100 lbs. .....5 25 ....
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 750 7 50
Sheets, 3 lb. sq. ft.. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft. 6 50 6 50
Cut sheets, ¼c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.
Russia snap, per gross.... 33 00
Indian snap, per gross.... 27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).
New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A.... 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer 180 00
Gem 101 25
I. X. L. 121 50
Wiuner, C. Cor. No. 2 & 3 85 00
20 per cent. discount.

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to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

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ALEX. McARTHUR & CO., LTD., 82 McGILL STREET MONTREAL

F. J. COX, Winnipeg, Agent for Building Paper, Western Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO



Iron Horse Brand

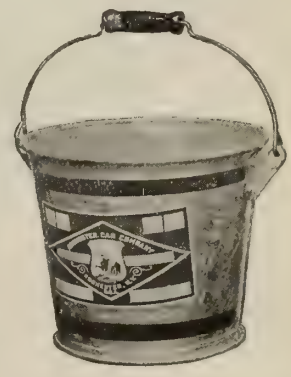
Tubs and Pails

Pay a Good Profit

Tubs—made with Sanitary bottom. Special Combination Drop and Stiff Hook Handle, which can be opened when in use and closed when not in use.
Pails, the Heavy, Durable kind.
Cans for Ashes, Garbage and Rubbish.

Sold Exclusively through Jobbers

Rochester Can Company
ROCHESTER, N.Y.



RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz.	9 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 15	3 75

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00

MOWERS (LAWN).

Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75
Extra Cloths.	
Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

N

NAILS.

Standard steel wire nails, Toronto, $2.10 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75%.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3.	1⅝-inch	$4 10
No. 4.	1¾-inch	3 75
No. 5.	1 15-16	3 50
No. 6.	2½	3 10
No. 7.	2 5-16	2 90
No. 8.	2½	2 75
No. 9.	2 11-16	2 60
No. 10.	2¾	2 50
No. 11.	3 1-16	2 45
No. 12.	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Best (American), per 100 lbs.	7 75
U. S. Navy (American), per 100 lbs.	7 25
Plumbers (spun), per 100-lb. bales	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch.	0 09
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft.. roll	0 43
Tarred Fibre, Cyclone, 25 lbs.. roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 60
Pitch, Boston of Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 65
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

PAPER.

	Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll	1 00
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Tarred fibre No. 1	0 62
Tarred fibre No. 2	0 43
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60

PITCH.

Pine, per bbl., f.o.b. Toronto	4 50

PIPE.

Stove, 6 in., $8.50; 7 in., $9 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.

Buttwelded.

Size	Black	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
Lapweld.		
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.

Lead waste pipe, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths.	3 45
3 inch, in 10 foot lengths.	4 20
4 inch, in 10 foot lengths.	5 53
5 inch, in 10 foot lengths.	7 60
6 inch, in 10 foot lengths.	9 25

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	18 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

COTTER PINS.

Cotter pins, 90 p.c. discount.

CLOTHES PINS.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pwgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of each)	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PLATED GOODS.

Holloware, 40% discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask" Nevada silver flatware, 42 per cent.

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices, Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter.	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope.	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton rope 3-16 in. and larger	0 25

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 60 and 10 and 10 p.c.

Copper rivets, usual proportion burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.;

Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb., platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

SCREWS.

	Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.	
O.H. bright, 80, 10, 7½, 10 p.c. 10 per cent. off list.	
Wood, F.H., brass.	75 10 7½ 10
Wood, R.H., brass.	70 10 7½ 10
Wood, F.H., bronze	70 10 5 10
Wood, R.H., bronze	65 10 5 10
Drive screws	65 10 5 10
Set, case hardened	60 10
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
Bench, iron, per doz.	4 25

THE
BLUFF
IS
CALLED

Someone said that their brand of kalsomine covered more surface weight for weight than Muresco. We said it didn't—and we called a show-down. Do you remember that offer we advertised to forfeit $100 if anyone could prove that

MURESCO

had not as much or more covering capacity than any other kalsomine on the market?
So far there is nothing "stirring" but Muresco!
Shall we tell you why?

BENJAMIN MOORE & CO., LIMITED
2-6 Lloyd St. - - West Toronto



Dry as hard as stone and as smooth as silk.

"SILKSTONE" (COPYRIGHT)

The Flat Wall Colors That Satisfy Most Particular People



"Silkstone" gives a soft, mat-like surface and dries without gloss, yet with plenty of life.
Can be washed with castile, or any soap not containing lye, without losing any of its beauty.
Sanitary and very durable. It is more economical than distemper colors and can be used where distemper cannot.
Let "Silkstone" prove that it's a business-builder—send a trial order.

We want agents in every unrepresented district.

G. F. STEPHENS & CO., Limited
WINNIPEG, CANADA **Branch at Calgary, Alta.**

The World-Famous
SIMONDS
Crescent-Ground
CROSS-CUT SAWS



MADE IN MONTREAL

Sell **Simonds Saws** because they will give your customer better service than any other make of saw. There is none better. They cut easy and saw fast. Made of Simonds special edge-holding steel. Each saw guaranteed. Buy from your jobber, or write to

Simonds Canada Saw Co., Limited
St. Remi St. and Acorn Ave.
Montreal, Que.
Vancouver, or St. John, N. B.

SKATES AND HOCKEY STICKS.

Roller, No. 12, 85c pair.
Roller, No. 2280, 42c pair.
Ball Bearing, $1.60 pair.
Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal Per. lb.	Toronto
Tinker's bar, ...	0 28	
Wire solder, lb.	0 25½	0 27
Bar, half-and-half, guaranteed	0 24½	0 24

WIPING SOLDER.

Acme	0 19½
Easy	0 20½
Star Extra	0 22¼

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.
Foreign, per 100 lbs.. 6 00 5 50

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS.
Base, per lb., 28 cents.

SAP SPOUTS.
Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka, tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.
Lufkins
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 4 90
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.
Disston's, 10 per cent.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIN.	Montreal	Toronto
Tin, per lb...	42½ to 43	35½

TINNERS' TRIMMINGS.
Discount 45 per cent.
Plain 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse).	Doz.
Gee Whiz Mouse, doz.....	0 15
Gee Whiz Rat, doz.....	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps....	1 20
Easy Set Mouse Traps.....	0 45
Easy Set Rat Traps.....	0 95
Blizzard Mouse Traps.....	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each. $1 50	14 ft., each. $4 20
8 ft., each. 2 00	16 ft., each. 4 80
10 ft., each. 2 50	18 ft., each. 5 40
12 ft., each. 3 00	20 ft., each. 6 00

TWINE (Binder).
650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply..	0 24¼
Wrapping cotton, 4-ply..	0 26¾
Mattress, No. 64	0 45
Mattress, No. 73	0 55
Mattress, No. 84	0 60
Upholsterers' twine, No. 64	0 30

TUBES.

Boiler Tubes.		
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.....	13 30	12 70
100 ft. 3¾ in.	16 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.

Samson Galvanized.	
No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80
Common Galvanized.	
No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2.....	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

V

VALVES, ETC.
Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS.
Can. wrought iron, 45 per cent.

WASTE.
(See Paint Markets.)

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 15
Sectional, ½ lb., per 100 lbs.	2 35
Solid, 3 to 30 lbs., per 100	1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per b. to the above.

CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.
High carbon, No. 9, $2.40 in cars.

FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.
From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.
No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS, IRON.
Full box, 35 per cent.; smaller lots, 30 per cent.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist ..	2 95

Car lots and less.
F.o.b. Montreal and Toronto.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Less 20 per cent.

MOP WRINGERS.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

WHEELBARROWS.

Navvy, steel wheel, doz...	21 20
Garden, steel wheel, doz...	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part cask	8 25	8 50

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square.....	6 75
24 gauge, per square.....	5 50
26 gauge, per square.....	4 25
28 gauge, per square.....	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best rest
16-20 .. 3 95	3 75	3 95
22-24 .. 4 15	3 95	4 15
26 .. 4 40	4 20	4 40
28 .. 4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

Build Up Your Cement Trade

Make your cement trade the most profitable part of your business, and the connection you make for cement will help every other department in your store. Builders in your neighborhood are using large quantities. You will get your sharé of this trade if you handle Rogers' Cement. Contractors and builders have confidence in the dealer who sells

Rogers' Portland Cement

Rogers' is standard cement — recognized by engineers and contractors everywhere as the best. Your customers will appreciate the long haul from the big cement warehouse you save them by selling their kind of cement right at the job and they will bring you all of their trade.

You do not need to carry a large stock. *Rush orders receive immediate attention. Write to-day for our agency offer.*

ALFRED ROGERS, Limited
28 West King Street, Toronto

N. J. Dinnen & Co., Western Sales Mgrs.
Winnipeg, Man.



Get Into Shape

Get into shape to meet the demand, by writing us for full information concerning

"Millers Falls" Breast Drill
No. 200



This is a "coming" tool. It has that "little better" quality that tells so strongly in making sales, and represents about the best we can do, up to date, in making Breast Drills.

Our Drills have always had a good reputation; this Drill will add to it. and the live dealer who takes advantage of this fact will reap the reward.

We get many inquiries concerning it from drill users. We prefer to answer these through dealers who handle the Drill. Will you become one? Some one in your neighborhood is going to get the orders. Shall it be you?

Write for New Dealers Catalogue, showing the complete Millers Falls Line.

MILLERS FALLS CO.
Millers Falls, Mass.

Camp Chairs



Made strong, exceedingly light in weight, folds very compactly and has back support.
Canvas seat.
White or varnish finish.
Wrapped six in a bundle.
They prove excellent sellers everywhere.
Order them now.

The Stratford Mfg. Co., Limited
Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs...	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Yellow ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16
Combs, graining set	0 75

COMBS.

Graining, in sets, set 0 65

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

	Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26 .....$	4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26 .....$	6 25
26 to 40	6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off list.

GLASS SHEET.

Country discount 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec.

City discounts, 33 1-3, 7½ p.c.

Freight, equolized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotations for shipment to British Columbia.

LEAD.
(White Ground in Oil.)

	Montreal	oronto.T Per100lbs.
Elephant, Genuine ...$	8 75	8 90
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.R. decorators, pu.	8 25	8 40
Crown and Anchor, pure, ...	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..	....	8 50
Purity C.O. Co.'s. Ltd		7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	....	9 50
Decorators Pure (Winnipeg)		8 80
Stephens' H. P. P. (Winnipeg)		8 30

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs.. per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 63
3 to 5 bbls.....	0 59	0 62
6 to 9 bbls.	....	0 61

LINSEED, BOILED.

Single bbls. ..:....	0 63	0 64
3 to 5 bbls.....	0 62	0 65
6 to 9 bbls.....	....	0 66

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour. 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 30
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel 2 50

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums ..	2 60	2 70
Bladders, in bbls....	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans, $2.10.

Mar-Not	2 70
Cumoff	2 10

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
5 gal.	0 69	0 72
Pure, single bbls.....	0 64	0 65
2 to 4 bbls.....	0 63	0 64

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 75
No. 1 orange shellac varnish, bbls.	1 60

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls..	1 00

ZINC (DRY).

Extra Red Seal, V.M.....	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 05¾



C.P. "Canada Paint"

is a "ready-to-use" Paint

made of the purest materials, finely ground and mixed by special machinery. This Paint is the result of our many years' experience in Paint-making. It is made of pure lead, pure zinc, pure linseed oil. These materials, with the coloring pigments and driers, are combined in correct scientific proportions, and ground together in powerful mills. The result is a paint that covers the greatest amount of surface, and wears for the longest possible time.

Put up in air-tight Imperial Measure cans, attractively labelled. Forty-five popular colors and White and Black. There is no better Paint made than "CANADA PAINT."

To the dealer who is interested in an exclusive agency proposition, who wants the best that the market affords, and wants a well-advertised line, we can recommend "CANADA PAINT." It is the kind of a product that will build up a big paint business.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS
VARNISHES

TRADE MARK

STAINS-ENAMELS
LINSEED OILS

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW.
$4.50 per 100 lbs.

BAR IRON.
Bar iron, $2.75; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard "double," 60 and 10 per cent. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.80; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in., $3.10; 1¼, $3.10; 1 in. $3.20

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.45 base; Winnipeg, $2.90 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	**$8 50**
7 inch riveted, per 100 ft...	**9 00**

STOVE PIPE ELBOWS.

6 inch, per doz.	**1 42**
7 inch, per doz.	**1 59**
8 inch, per doz.	**2 37**

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

GALVANIZED PIPE.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a. 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 75	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish, bbls.	2 00	
Pure orange shellac varnish, bbl	1 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

WHITE LEAD.
Ground in oil, $8.50 to $9 per 100 lbs., in 25 lb. irons; some houses are quoting grades as high at $9.30.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

STEEL SQUARES.
30 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

HARVEST TOOLS.
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb. .....

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

Thresherlogue

IS THE TITLE OF A HUNDRED-PAGE BOOK DEVOTED EXCLUSIVELY TO THRESHERMEN'S SUPPLIES AS SOLD BY THE HARDWARE DEALERS IN THE PROVINCES OF ALBERTA, SASKATCHEWAN AND MANITOBA. WE WANT TO MAIL A COPY OF THE THRESHERLOGUE TO EVERY DEALER IN THE WHEAT PROVINCES. IT IS DESIGNED TO HELP THE MERCHANT OFFSET THE COMPETITION OF THE MAIL ORDER HOUSE. THE THRESHERLOGUE WILL BE READY FOR DISTRIBUTION JUNE FIRST.

MILLER-MORSE HARDWARE CO., LTD., WINNIPEG, MAN.
MAIL COPY OF THRESHERLOGUE TO



RAMSAY'S PAINTS & VARNISHES
SATISFIED CUSTOMERS APLENTY
YOUR PERFECTLY GOOD PROFIT



That's a pretty good line up, and you can't do any separating—those three always stick together.

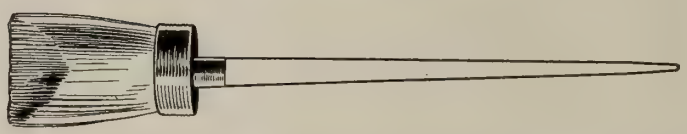
More than 70 years ago Ramsay's started to make good paint, they kept it up, and now the Canadian public know it.

Any man who comes into your store for paint and gets Ramsay's will come again when he wants more, because every brush of paint out of the can helps to write a good advertisement for Ramsay and for you.



A. Ramsay & Son Company
MONTREAL

Paint Makers Since '42





USE **"MAPLE LEAF"** BRANDS

LINSEED OILS

Our Guarantee of absolute purity goes with every shipment

If your jobber does not handle them write direct to our nearest Mill

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL & TORONTO

The Canada Linseed Oil Mills Limited

Mills at Montreal and Toronto

This is the new Easy-Running Washer—

Maxwell

"Excel-all" Washer

HELPS the housewife to laugh at the labor of washday. Ball-bearings make the tub run smoothly. Top lifts up and gives heaps of room for work.

Note the improved wringer board—swings out of the way when not in use. The quickest, easiest, best-selling line you ever carried.



Write for illustrated Catalogue to

MAXWELLS LIMITED **St. Mary's, Ont.**

BROOMS

OF QUALITY

Try our

BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.

Hamilton

PAINT on the FARM

Here is a Message for the Paint Dealer in the Rural Communities:

"As big as a barn" is an expression often used for comparative purposes.

For a starter, figure out the bigness of a barn and include the farmer's outbuildings.

Then count up the number of barns that are not painted in your community.

By getting after your farm customers with a good barn paint you can figure out a paint trade

"AS BIG AS A BARN"

By getting the farmer into the habit of painting his barns, sheds, outbuildings, and fences with

Imperial Barn and Elevator Paint

This line offers the opportunity you need for developing the farmer's trade.

SOME GOOD FARM TRADE ARGUMENTS

The price of lumber is ascending; barn paint will keep his barns, etc., in longer service.

A painted barn promotes pride in the farm.

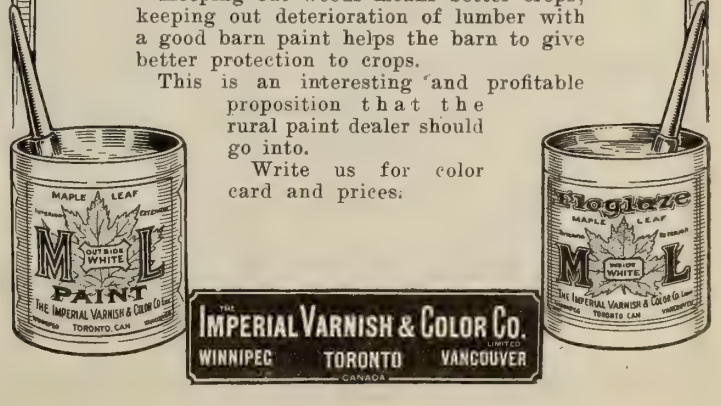
Pride promotes better farming.

A well-kept barn means a well-kept farm, and a higher price per acre.

Keeping out weeds means better crops; keeping out deterioration of lumber with a good barn paint helps the barn to give better protection to crops.

This is an interesting and profitable proposition that the rural paint dealer should go into.

Write us for color card and prices.



Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

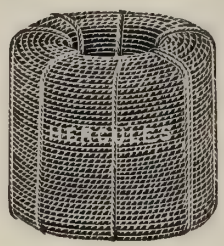
Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

SASH CORD

The Best Made



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

The gathering of the clans

"On to Toronto!"

YOU have doubtless noted with gratification the great movement for honesty and square dealing which is revolutionizing American and Canadian business methods. Our goods, our salesmanship and our advertising are being cleansed and vitalized by the spirit of truth and sincerity.

As a result, we see a growing public confidence in manufactured products and their advertising — a confidence which, if preserved and fostered, will decrease our costs, increase our profits, and become a business asset of incalculable value.

Foremost in the fight which has brought about this revolution stand the Associated Advertising Clubs of America, whose emblem is shown above. If you are a business man, interested in the manufacture, distribution, or selling of commodities of any nature, you should attend the Tenth Annual Convention of the A. A. C. of A. at

TORONTO

June 21-25, 1914

At this Convention you will hear the inspiring story of the manner in which these tremendous reforms are being effected. More than this, you will hear the problems of distribution, merchandising, salesmanship and advertising discussed by able and successful business men, in a series of open meetings.

These meetings will cover the questions of chief interest to the 10,000 business men comprising the 140 clubs of the A. A. C. of A. —*your own* problems included.

EDWARD MOTT WOOLLEY, the famous writer on business topics, has written a booklet entitled *"The Story of Toronto."* This booklet describes in a forceful, intensely interesting manner, the wonderful work the A. A. C. of A. are doing for clean advertising and square business methods, and the significance and importance of the Toronto Convention. This booklet will be sent free to all business men asking for it on their business stationery—together with detailed facts as to the convention programme and rates for accommodations.

Address Convention Bureau

ASSOCIATED ADVERTISING CLUBS OF AMERICA

TORONTO CANADA

The PULL-EASY Garden Cultivator



IT IS ADJUSTABLE TO ANY WIDTH ROW

This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

For Sale by all Leading Canadian Jobbers.

THE PULL-EASY MFG. CO.

110 Barstow Street **WAUKESHA, WIS.**

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.

Canada Wire & Iron Goods Co.
HAMILTON, Ont.

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN **ONTARIO**

"**Certain-teed**" Roofing.
Casco Brand Roofing.
Sankote Brand Roofing.

Canadian Supply and Contracting Co.
Limited
TORONTO - - - CANADA

TRADE CASCO MARK
WEATHERPROOF PRODUCTS

Structural Waterproofing **Engineers and Contractors**

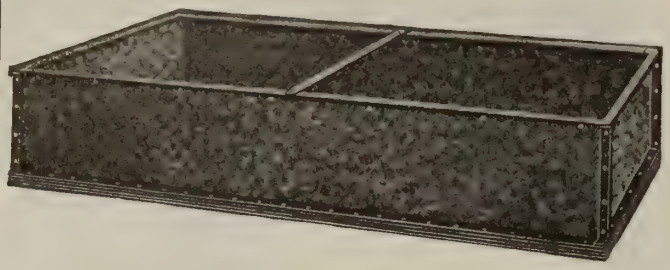
Roofing, Waterproofing and Insulating Material

Prices and samples on request. We carry a large stock and can make immediate shipments.

AGENTS WANTED

GALVANIZED STEEL TANKS

WAYNE GALVANIZED STEEL TANKS for stock watering are far superior to the old-time wooden tanks.



WAYNE TANKS will stand the roughest usage. Will not dry up and leak in summer or freeze and burst in winter. Always easy to move wherever the supply of water may be.

THERE IS GOOD MONEY in it for you to handle the WAYNE line.

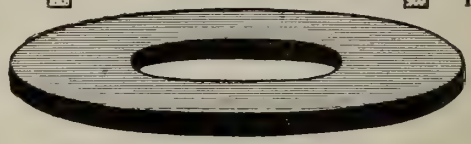
Catalogue and prices furnished on application.

WAYNE OIL TANK & PUMP CO.
LIMITED
WOODSTOCK **ONTARIO**
Box 661

Wrought and Steel Plate WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

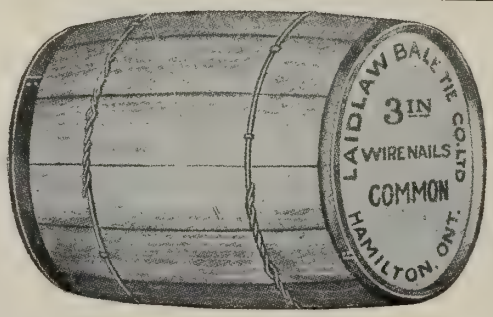


Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

If You Want to Handle



WIRE NAILS

OF SUPERIOR QUALITY
CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



The R. McDougall Co., Limited
GALT, CANADA

Made $1,000,000 in Twelve Months

It is now ten years or more since Emerson first announced the slogan that made Efficiency famous, "I can show the railroads how to save a million dollars a day." For years he went from one railroad president to another, and met with an almost unanimous series of refusals and rebuffs. One railroad, and only one, appreciated his revolutionary ideas. The Santa Fe Railroad engaged him for a term of three years, and the remarkable results which he produced during those three years are still pointed to as the high-water mark of railroad efficiency.

Efficiency," as is explained by one of the Emerson school in the June MacLean's, is not *Expert Accounting;* it is not *Economy* nor *Energy* nor even *Slave Driving,* nor *System.* Efficiency in business means more *net.* Net means not how much money one takes in but how much one has left.

This series, the first of which appeared in the May MacLean's, has been obtained at a big cost for the sole aim of helping the business readers of the magazines. We came across one reader the other day, who showed us an old copy of Busy Man's, our former name, wherein an efficiency article made his business for him.

The great question in modern business success is in right action. That in a word is what the June MacLean's gives you.

Other articles of most entertaining and interesting importance are given in this issue.

Here are a few:

A Week-End at Rideau Hall.
The Ulster Leader.
Mountain Guides in the Rockies.
Boss Bowser of B. C.
Business Outlook.
28 Review of Reviews.

Send us a postcard and have your name placed on our subscription list.

Subscription $2.00 a year. *Twenty cents a copy.*

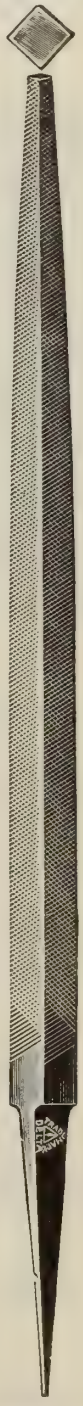
WRITE DEPARTMENT M.

The MacLean Publishing Co.
LIMITED

143-149 University Avenue, Toronto, Canada

RE-ORDERS Come with greatest ease because DELTA FILES always please

TRADE MARK
DELTA



This is the only line of files from 3 to 24 inches made absolutely of crucible steel.

The Delta makes firm friends because it does good, fast, clean work, and does it **longer.**

There is a shape and size for every job—and each one has the Delta trade - mark guarantee on its tang.

Give the Delta File a trial—then you'll be convinced that it's a file worth while.

If your jobber does not sell it, write us.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

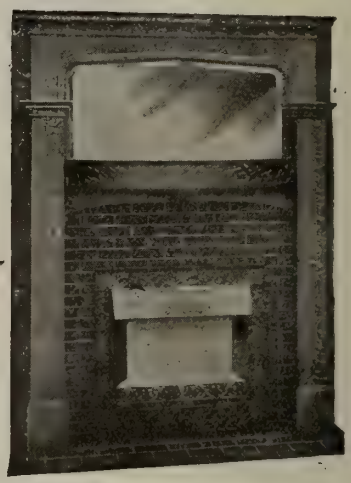
Owned and operated by Nicholson File Co.

FOR THE FIREPLACE

We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"



THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Straightened and Cut to Length

Wire Nails—all standard and special gauges

Coiled Steel Spring Wire

Galvanized Barb Wire

Barbless Twisted Wire

Wire Rods

Write for Descriptive Catalogue

Dominion Iron & Steel Co., Ltd.

Head Office and Works, Sydney, N.S.

SALES OFFICES:
Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toront

Can You Tell

how your accounts stand at closing time or do you spend hours on your books trying to find out?



Equipped With Electric Recorder

Many hardwaremen are unaware of the great advantage of using the **McCaskey Account Register System.**

With it one can keep correct tab on each account with only **one writing.**

When you give a customer his itemized bill you make a carbon copy. Each time he calls to make a purchase you bring the amount of his past account forward, including same in the total of the charge slip and filing the slip in the customer's compartment in the register. In this way you know by a glance at the register exactly how much each customer owes.

There is no possible chance of forgetting to charge. And if mistakes should occur you can make adjustment easily and without any argument or causing ill-feeling.

There are over 100,000 McCaskey Registers in use to-day.

We will be pleased to put you in touch with some users. Why not ask us to do this? Surely you will take this opportunity of profiting by the experience of others.

Write us now.

The Dominion Register Co.

Limited

96 Ontario Street, Toronto, Canada

(Trafford Park, Manchester, Eng.)

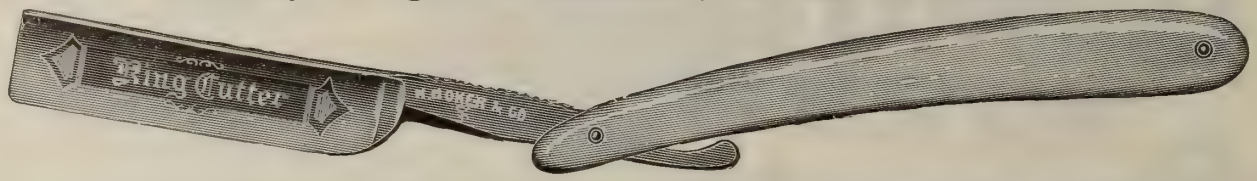
The Largest Manufacturers of Carbon-Coated Salesbooks in the World

Increase Your Cutlery Sales

by selling One Brand of Acknowledged Superiority

H. BOKER & CO.'S "TREE" BRAND

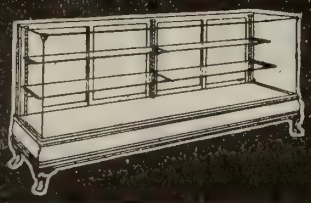
Is Cutlery which gives Full Satisfaction, and Holds Your Customers



"Tree" Brand Cutlery is far superior to other cutlery, will give more satisfaction than any other make, and is guaranteed. This beautiful razor is one of Boker's skill in razor making. Ask your jobber to show you "Tree" Brand Cutlery.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



Write us for full particulars and estimates

KENT, SON & CO.
261 King St. West
TORONTO



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

LONDON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba—Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver.

BAR IRON

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED

ST. THOMAS, ONTARIO

Want our exclusive agency in your town for the

White Dove Washer?

This washer is white enamel and gold bronze. The finish makes it distinctive and very attractive. Many customers will buy from appearance alone. But back of this dress is durability and simplicity that guarantee complete satisfaction. Every user is a booster.



There is big money in White Dove Sales. **Let us put our proposition before you. Write!**

The White Dove Washer Co.
Dept. B.
Cobourg, Ont.

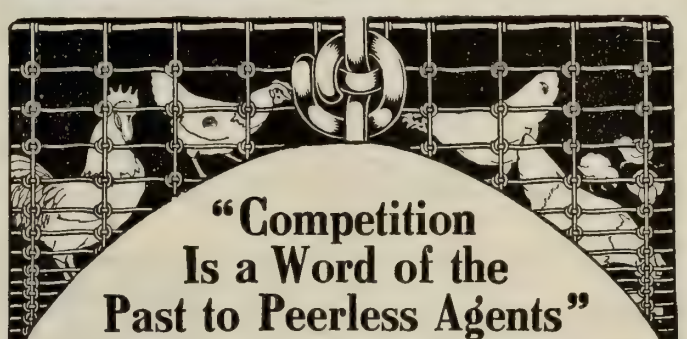
Eaves Trough,
Conductor Pipe,
Elbows, etc., etc.
Galvanized Iron,
Tin and Canada Plate,
Tinners' Supplies,
Metal Roofings, Sidings and Ceilings

We devote our whole time and energy to Western Canada and with our large stocks give prompt and efficient service. It will pay you to send your orders to us.

Winnipeg Ceiling & Roofing Co.
LIMITED

P. O. Box 2186 H Winnipeg, Man.

CALGARY Sheet Metal Mfg. Co., Ltd.
EDMONTON Edmonton Metal Works Ltd.



"Competition Is a Word of the Past to Peerless Agents"

That's the way Peerless dealers speak about their agency. Read what this experienced dealer says about Peerless fencing. Note his Peerless sales ran six times greater than that of other fencing. Look—

The Banwell-Hoxie Fence Co., Hamilton, Ont. Middlemiss, Ont., Jan. 8, '13.

Gentlemen:—I have been selling fence for the past seven years and in that time have represented several different firms. It gives me pleasure to say that I took the agency for your fencing for 1912 and have sold in that one year more fence than in the other six years of my business, and the best of it is I have not had one complaint in any way against Peerless fence. Different from most fences it stretches flat and all wires of even length; the lock is tight and strong and the quality of the wire is of the best. There is very little other fence used in this district and competition is a word of the past to the agent for Peerless fencing. Yours truly, J. A. McDONALD.

This is but one of many similar dealer's letters in our files. Everyone is enthusiastic about his Peerless agency. Everyone has nothing but praise for Peerless fencing—the fence that saves expense.

Peerless Poultry Fence

is made of the best Open Hearth steel fence wire—tough, elastic and springy—and will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and will not flake, peel or chip off. The joints are securely held with the "Peerless Lock" which will withstand all sudden shocks and strains, yet Peerless Poultry Fence can be erected on the most hilly and uneven ground without buckling, snapping or kinking. The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

We also build Farm and Ornamental Fencing and Gates.

Do You Want the Peerless Agency?

We still have some valuable territory open to good reliable dealers. Do you want it? Do you want to be the leading fence dealer in your locality? Then write us. Ask for our dealer's proposition now before someone else gets ahead of you.

Banwell-Hoxie Wire Fence Co., Ltd.,
Winnipeg, Man. **Hamilton, Ont.**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD..
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO Montreal
Canadian Agents

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

FINE LAMP BLACKS



The only original Germantown
WILCKES, MARTIN, WILCKES CO
135 WILLIAM ST NEW YORK
BEAR BRAND

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N H., U S A.





Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements
—IN—
HAMMERS



ONCE USED,
ALWAYS USED.

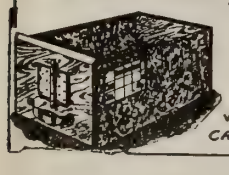


Unequalled as Nail Pullers, Fast Nailers and Life Protectors

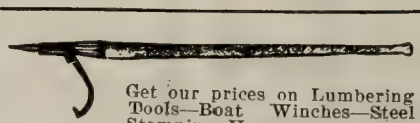
SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y

Goods Well Displayed are Half Sold!



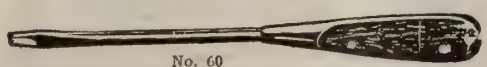
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

When writing advertisers kindly mention having seen the ad. in this paper.

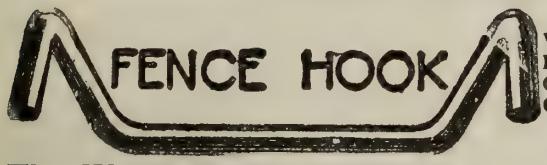
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and service-ability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

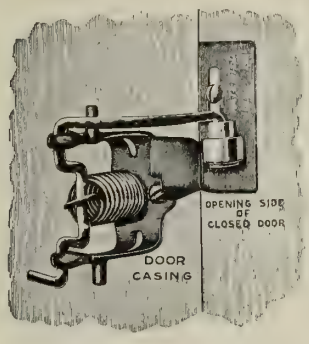
Manufactured by

P. KYLE

MERRICKVILLE, ONT.

Mallory Automatic Door Springs

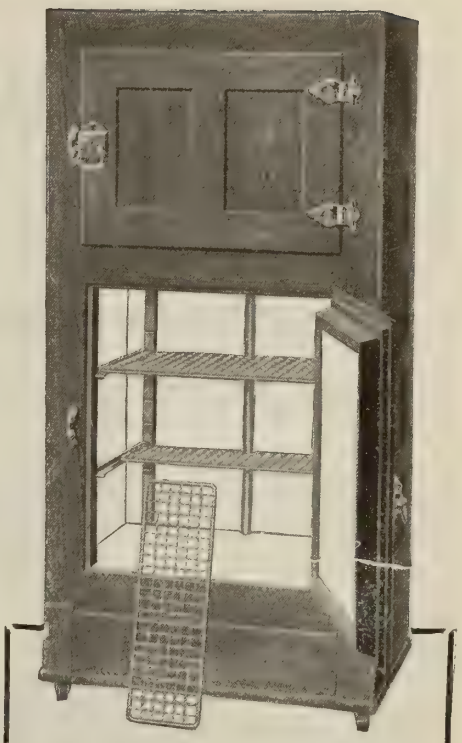
are a very satisfactory line to handle, as is proven by the fact their sales are 80 per cent. over any of the other lines of door springs we have manufactured.



As this is the end of this season's advertising we take this opportunity of thanking our customers for their valued patronage.

G. W. Mallory
Blenheim, Ont.

Advertise in this Space and Get Results.



Sanderson-Harold Refrigerators

will make good profit and satisfied customers.

They are well made from the best materials procurable.

They are insulated with mineral wool, the best known non-conductor of heat or cold.

They are odorless, and there is a perfect circulation of dry air.

They are very attractively finished, and the selling is easy.

We'll take back the refrigerator and refund the money if not exactly as we claim.

Write for catalog.

Sanderson-Harold Company Limited
PARIS, CANADA

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Price
Pease Foundry Company
LIMITED
Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.

ROOFING
Of Quality

"BLACK CAT" "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H.McComb Limited
Montreal

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion. 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

WANTED—ONE SECOND-HAND THIRTY-inch squaring shear. John Douglas, Wroxeter, Ont. (21)

CLERK WANTED — MUST BE THOROUGHLY reliable. H. Stainton, 44 Vaughan Rd., Toronto.

WANTED IMMEDIATELY, GOOD EXPERIenced Hardware Clerk. Must be a salesman and good stock keeper. State salary and send copy of references. Box 104, Hardware and Metal, Toronto. (22)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—GOOD, BRIGHT, STRONG BOY with one year or one year and a half's experience in hardware business. State salary wanted, and apply, with references, to J. M. Adam, St. Marys.

STOVE AND FURNACE TRAVELER FOR Ontario territory. Must be a practical furnace man. State salary and experience. Box 105, Hardware & Metal, Toronto. (22)

SITUATIONS WANTED

HARDWARE CLERK, THOROUGHLY EXperienced in all lines of hardware desires position with wholesale or retail western firm. Best of references. Box 100, Hardware and Metal, Toronto. (23)

FOR SALE

HARDWARE BUSINESS, COUNTY WELlington—stock sixty-five hundred; turnover nineteen thousand; profits fifty-seven hundred. Stock clean and well balanced. Other interests force this on the market. Wholesale and bank references. Book will verify the above figures. Write first to Box 106, Hardware & Metal, Toronto. (21)

FOR SALE — 12 STANDARD CHARCOAL stoves. Ideal for camping, picnics, etc. Any reasonable offer accepted. Freight prepaid for all or part of above lot. Box No. 103, Hardware & Metal, Toronto. (21)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

MAIL CONTRACT

SEALED TENDERS, addressed to the Postmaster General, will be received at Ottawa until noon, on Friday, the 19th June, 1914, for the conveyance of His Majesty's Mails, on a proposed Contract for four years, six times per week each way, between Caledon East (north), and Rural Mail Route, at the Postmaster General's pleasure.

Printed notices containing further information as to conditions of proposed Contract may be seen and blank forms of Tender may be obtained at the Post Office of Caledon East, and at the office of the Post Office Inspector, Toronto.

A. SUTHERLAND,
Post Office Inspector.

Post Office Inspector's Office,
Toronto, May 4th, 1914. (21)

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed .....

Town ..... Province .....

The Pedlar People Limited, of Oshawa, Ont.

Headquarters for

Eavestrough, Conductor Pipe and Fittings, Metal Ceilings, Siding and Roofing. Canadian distributors of TONCAN METAL anti-corrosive sheets.

You can do a big business in PEDLAR Shingles, right in your own locality. It is well worth going after.

Get our prices on the big "GEORGE" Shingle (24" x 24") for barns and large buildings, and the "OSHAWA" Shingle (16" x 20") for houses, sheds and outbuildings. Proof against fire, wind, snow and rain. The most widely-advertised and favorably known metal shingles in America.

Write for big, new sheet metal reference book 22 H.M.

Write nearest address.

The Pedlar People Limited

Established 1861

Head Office and Works, OSHAWA, Ont.

Branches : 86-C

MONTREAL TORONTO WINNIPEG LONDON
CHATHAM OTTAWA QUEBEC ST. JOHN
SYDNEY HALIFAX CALGARY VANCOUVER

Do You Want More Money?

OF course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from $5 to $20 a week, according to the time given.

IF YOU ARE NOT AFRAID OF WORK you can make $5 a week, giving 3 hours a week to taking subscriptions to

MacLean's Magazine

We supply you with all you need to take subscriptions except the determination. We allow a definite, liberal commission on both new and renewal subscriptions.

THE coming months are the most pleasant in the year for the work. If you write at once we can appoint you as our local representative.

MACLEAN PUBLISHING CO., LTD.
143-149 UNIVERSITY AVENUE, TORONTO

How we help you sell more

YALE

Padlocks—three big helps!



LIVE ADS for NEWSPAPERS

Advertisements that will get attention and hold it until you have said your say. In plate form all ready to print, or just the pictures, as you prefer. The use of these advertisements will bring new and old customers into your store.

MAGAZINE ADVERTISING

The magazines each month carry the Yale story into the homes of those whom you sell. We are making the name "Yale" a selling force for you. Nothing on your shelves is better known and more highly thought of by the trade you seek than Yale Products. Our advertising has been largely responsible for this.





ATTRACTIVE CAR CARDS

Signs for your street cars, playing up the Yale goods you sell, have a wonderful trade-pulling power. They catch the man who needs a lock, a night latch or a door closer going and coming and send him to your store. They make our *national* Yale advertising a *local* Yale advertising. We'll furnish the cards if you'll furnish the street cars.



Three other important ways in which we help you to sell more Yale Products are with Window Displays. Clever Lantern Slides, and Display Boards. Ask our Dealer's Advertising Service to send you detailed information about any or all of the above.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware and Door Closers.

GENERAL OFFICES and WORKS
ST. CATHARINES, ONT.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels.
The Adamite Wheel & Mfg. Co., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Account Registers.
Barr Registers, Trenton, Ont.
Dominion Register Co., Toronto.

Aluminum.
British Aluminum Co., Toronto.

Aluminum Ware.
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.

Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

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Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.
Dupont Powder Co., North Wilmington, Del.
Eley Bros., Transcona, Man.

Animal Traps.
Oneida Community Ltd., Oneida, N.Y.

Anchors.
Henderson & Richardson, Montreal.

Annunciator Systems.
Northern Electric Co.

Anti-Rattlers (Buggy Shaft).
Fernald Mfg. Co., North East, Pa.

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Brooks & Cooper, Sheffield, Eng.
A. C. Leslie Co., Montreal.

Auger Bits.
Can. Fairbanks-Morse Co., Montreal.
Ford Auger Bit Co., Holyoke, Mass.
Russell, Jennings Mfg. Co., St. Catharines.

Auto Accessories.
Can. Fairbanks-Morse Co., Montreal.
E. T. Wright Co., Ltd., Hamilton.
Canadian H. W. Johns-Manville Co., Toronto.
Novelty Mfg. Co., Waterbury, Cons.

Babbitt Metal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope.
Tallman Brass & Metal Co., Hamilton.

Bags and Sacks.
Scythes & Co., Toronto.

Baits, Spoon.
The Andrew B. Hendryx Co., New Haven, Conn.

Bar Iron.
Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.

Bath Room Fittings.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.
Novelty Mfg. Co., Waterbury, Mass.

Batteries and Accessories.
Northern Electric Co.

Bells.
Taylor Forbes Co., Guelph.

Bells, Electric.
Northern Electric Co.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Dominion Belting Co., Hamilton, Ont.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles.
Bown Mfg. Co., Birmingham, Eng.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendryx Co., New Haven, Conn.

Bits.
Ford Auger Bit Co., Holyoke, Mass.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Binder Twine.
Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.

Bolts and Nuts.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
The Steel Company of Canada, Hamilton.

Box Strapping.
Acme Steel Goods Co., Chicago.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks.
Acme Steel Goods Co., Chicago.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Guelph.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chadwick Brass Mfg. Co., Hamilton, Ont.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton.

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
North Bros. Mfg. Co., Phila., Pa.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Evered & Co., Birmingham, Eng.
Howland, H. S., Sons & Co., Toronto.
Lawson Mfg. Co., Chicago.
May & Padmore, Birmingham, Eng.
Miller, Morse Hdw. Co., Winnipeg.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous-Acme Mfg. Co., Des Moines, Iowa.
Winnipeg Paint & Glass Co., Winnipeg.

Buildings, Metal.
Metal Shingle & Siding Co., Preston.
Pedlar People. Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Burrs.
P. L. Robertson Co., Milton.
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

Butts.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous-Acme Mfg. Co., Des Moines, Iowa.

Butts and Hinges.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
Montreal Hardware Mfg. Co, Montreal.
Taylor-Forbes Co., Guelph, Ont.

Butts, Spring.
Chicago Spring Butt Co., Chicago.

Calipers.
L. S. Starrett Co., Athol, Mass.

Calks.
Neverslip Mfg. Co., New Brunswick, N.J.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

Canada Plates.
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
B. & S. H. Thompson & Co., Montreal.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Ceilings, Metal.
Metal Shingle & Siding Co., Preston, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pedlar People, Ltd., Oshawa.
McFarlane, Douglas & Co., Ottawa.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Canada Cement Co., Montreal.
Alfred Rogers, Ltd., Toronto.
Saskatchewan Glass & Suply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.

Cement Working Tools.
The Adamite Wheel & Mfg. Co., Hamilton.
T. Slack & Co., Toronto.

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.
Oneida Community, Oneida, N.Y.
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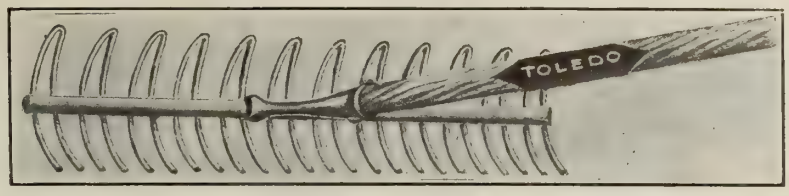
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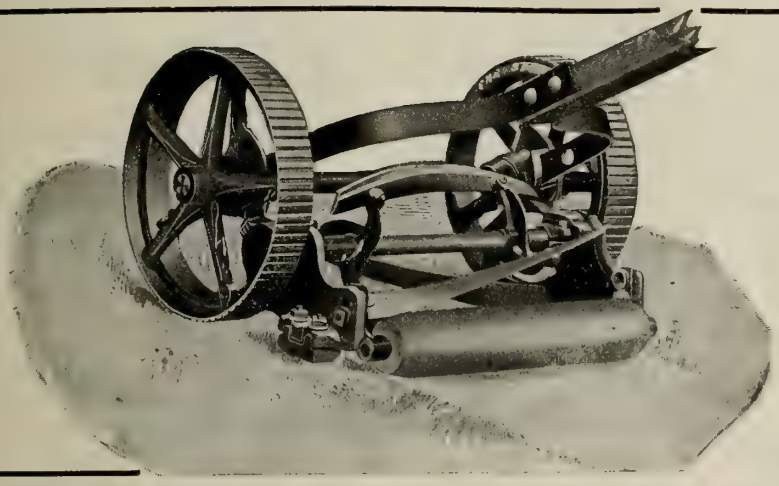


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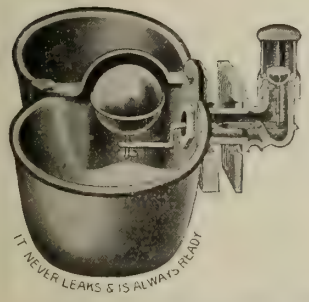
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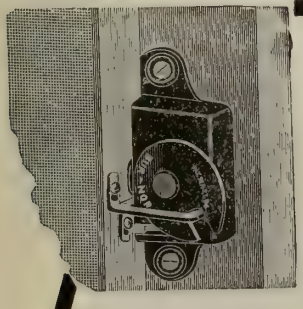
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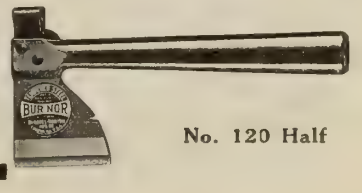
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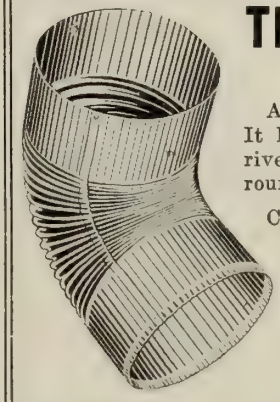
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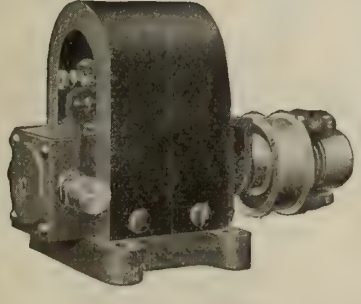
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Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

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Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

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Trimont Mfg. Co., Roxbury, Mass.

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Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.
Metal Shingle & Siding Co., Preston.
E. T. Wright Co., Hamilton, Ont.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Smith & Hemenway Co., New York.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Power Grinders.
The Adamite Wheel & Mfg. Co., Hamilton.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Gurney Foundry Co., Toronto.

Razors.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co, St. Louis.

Razor Blades.
Schramberger Uhrfedermfabrik, Shramberg, Germany.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead.
Brandram-Henderson Co., Montreal.

Reels, Fishing.
Abbey & Imbrie, New York.

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McClary's, London.
Sanderson & Harold Co., Paris.

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Barr Registers, Ltd., Trenton.
Dominion Register Co., Toronto.

Registers.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.
Ross Rifle Co., Quebec.

Rivets.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

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Barber Asphalt Co., Philadelphia.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

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Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.

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Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
J. Rabone & Sons, Birmingham, Eng.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Taylor Forbes Co., Guelph, Ont.

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Parker, Whyte, Ltd., Winnipeg.

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Atkins, E. C., & Co., Hamilton.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.

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Aylmer Pump & Scale Co., Aylmer.

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Sanderson, Harold Co., Paris, Ont.

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The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

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Butterfield & Co., Rock Island, Que.

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Buck Bros., Milbury, Mass.

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Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

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The Carborundum Co., Niagara Falls, New York.

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Henry T. Seymour Shear Co., New York.
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Berry Bros., Walkerville, Ont.

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Lundy Shovel & Tool Co., Peterboro.

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The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

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Maxim Silencer Co., Hartford, Conn.

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Richards-Wilcox Canadian Co., London, Ont.

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Chicago Hdw. Fdry. Co., Chicago.

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Meriden Britannia Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

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Hoyt Metal Co., Toronto.

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Northern Electric Co.

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Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal.

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Cavers Bros., Galt, Ont.
Spramotor Co., London.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

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Henderson & Richardson, Montreal.

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The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

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A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Henderson & Richardson, Montreal.

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Steel Co. of Canada, Ltd., Hamilton.

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Northern Electric Co.
Onward Mfg. Co., Berlin, Ont.
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Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Metallic Ceiling Co., Toronto.
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D. Maxwell & Son, St. Mary's, Ont.
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Richards-Wilcox Canadian Co., London, Ont.

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Climax Cleaner Co., Cleveland, Ohio.

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Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

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Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Simmons Hdw. Co., St. Louis, Mo.

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Sanderson, Harold Co., Paris, Ont.

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B. Greening Wire Co., Ltd., Hamilton.

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B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.

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Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.

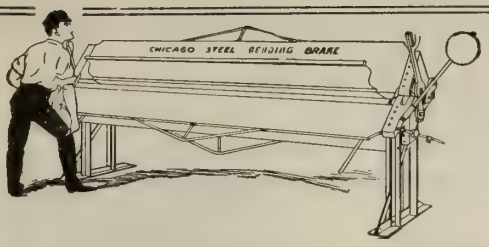
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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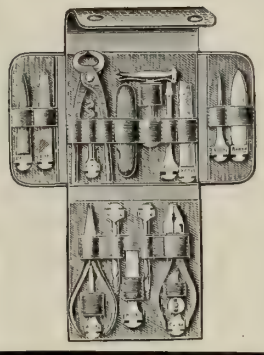
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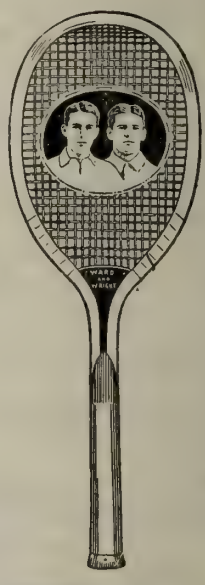


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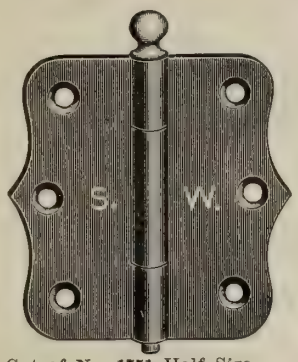


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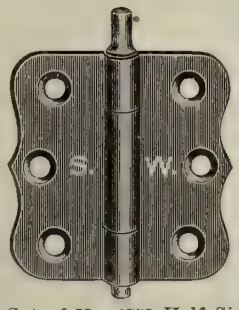
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NEW YORK CHICAGO

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TRADE H&R ARMS CO. MARK



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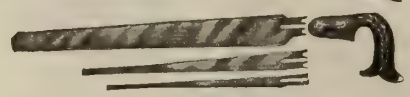
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ATKINS' STERLING SAWS



COMPASS SAW



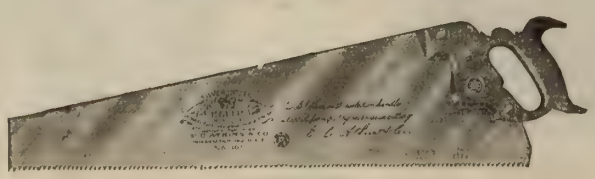
NEST OF SAWS



BACK SAW



TROWEL



HAND SAW

The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

We have an interesting proposition to make to all progressive merchants. Won't you let us hear from you?

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

CORRUGATED GALVANIZED IRON

Sheet Copper, Black Steel Sheets, Ready Roofing, Etc.

Ask us about Apollo Keystone Copper-Bearing Sheets.

We'll mail you our monthly stock list and full particulars upon receipt of a card.

The Roofers Supply Co., Limited **Toronto, Ont.**

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL LUFKIN GOODS

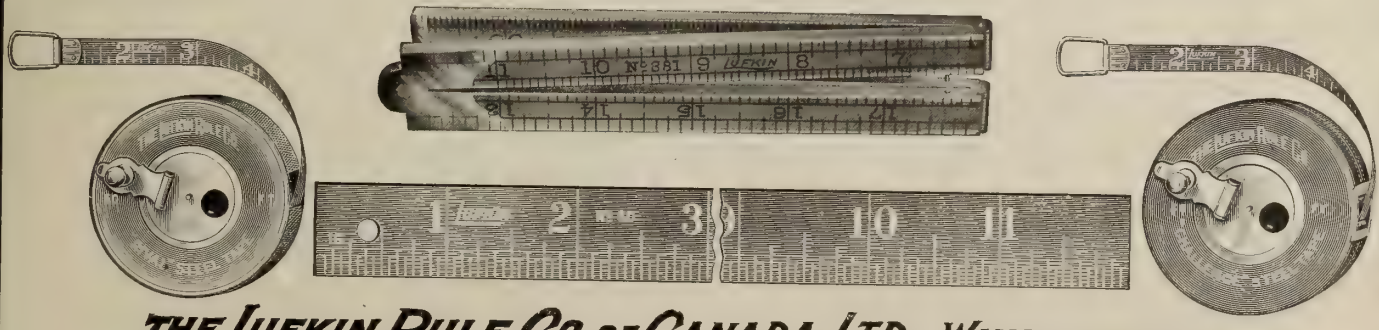
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock LUFKIN Goods



THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



COMMUNITY SILVER PLATE

advertising sends you customers. If you turn them away to your competitor, you not only lose the Community sale, but also the possible sale of other goods in your store. Retain trade by carrying the goods your customers want.

ONEIDA COMMUNITY, LIMITED
ONEIDA, N.Y.

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 22

May 30, 1914

Amatite ROOFING Needs No Painting

How To Sell Amatite

Here is the argument that sells Amatite to the consumer: imagine yourself using it and see how effective it is—

"Yes, I can sell you the ordinary 'rubber' roofings, but of course you will have to paint them every two years to keep them in good order. Amatite has a mineral surface and *needs no painting*. You just lay Amatite on your roof and leave it alone. It takes care of itself.

"Amatite weighs twice as much as the other roofings and that means you get twice as much density per foot, and that means durability. Amatite is easy to lay; the nails and cement are supplied free. The price is no higher than a first-class painted roofing and you save all the cost of paint in the future.

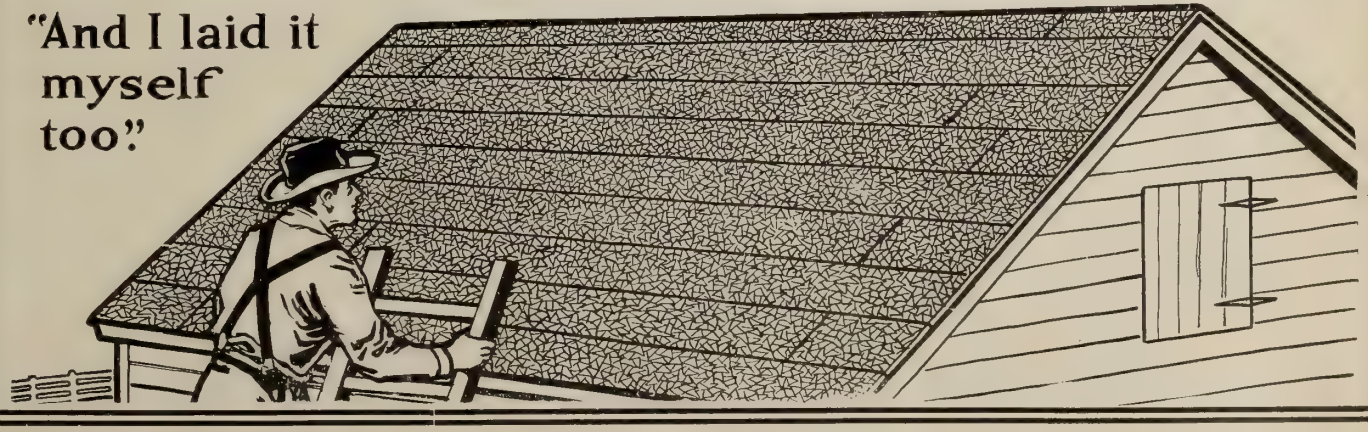
"Amatite is made by the biggest company in the roofing business. They couldn't afford to make anything but the best."

These are the kind of arguments that sell goods. Any sensible customer will see the points as soon as the facts are presented. Sample and booklet on request to nearest office.

The Paterson Manufacturing Co.
LIMITED

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B.; Halifax, N.S.; Sydney, N.S.

"And I laid it myself too."



COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES — WIRE NAILS — WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE



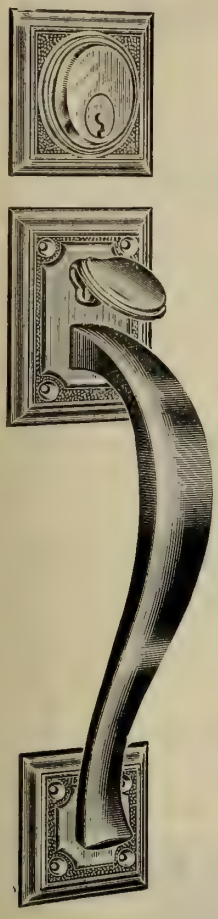
MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - MONTREAL



Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.

CANADA'S VERY BEST

Barn Door Hanger



STORM PROOF

JUMP PROOF

BIRD PROOF

TROUBLE PROOF

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS.

RICHARDS-WILCOX Canadian Co., Limited London - Montreal

The Farmer, the Gardener, and the Householder

They will soon be needing quick, clean-cutting, long-lived, scythe stones. Give them

CARBORUNDUM Niagara Scythe Stones

They hold their shape—give the scythe and grass-hook just the right edge—and they won't glaze.



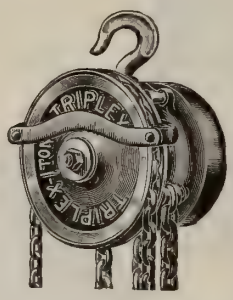
STOCK UP NOW TO MEET THE DEMAND

Made in Three Sizes

Put up in attractive display cartons, boxes, and holders

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.



Yale Triplex Blocks

A "Line of Steel from Hook to Hook"

Every load-lifting problem, on the farm, in the factory, machine shop, garage, to lift your gas engine or to lift your motor boat out of the water, is solved with a Yale Triplex Block.

"Safety First" in material and workmanship justifies the Yale Triplex Block, and is behind your sales to your customers.



Fairbanks Valves

"Disc Renewed in one minute"

Will remove all valve troubles. They are built of high-grade material, to withstand a great deal more than their rated pressure. The renewable disc feature is unequalled by any valve on the market. The valve stems are packed with Palmetto Twist packing, which will remain soft and perform its function better than any other packing made.

Fairbanks Scales, Small Tools, Automatic Supplies and other mechanical lines are the best the world affords.

The Canadian Fairbanks-Morse Co., Limited

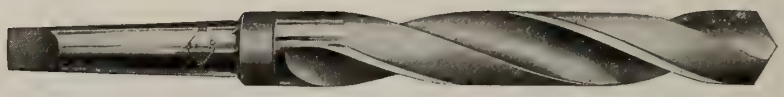
444 St. James Street, Montreal

ST. JOHN OTTAWA TORONTO WINNIPEG SASKATOON CALGARY VANCOUVER VICTORIA

Canada's Departmental House for Mechanical Goods

Unload Your Drill Troubles On Us

The Right Drills Will Cut Your Drilling Costs



If your drills are breaking or you are running to the grinder too often, there's something wrong with the drills you use.

Our efficiency experts will gladly go over your proposition and tell you where the trouble lies. They will select a drill from our line to meet your requirements in a way that will give you highest efficiency and reduce your factory costs.

If your requirements are special and call for specially designed or tempered drills, we will design and make them for you. Unload your drill troubles on us by going into details now.

TRADE W B MARK

Write for Catalog No. 82-G for complete details about our line of Twist Drills, Reamers and Wrenches.

TRADE W&B MARK

The Whitman & Barnes Mfg. Company

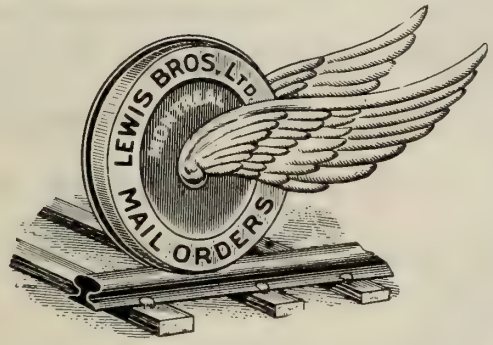
ESTABLISHED 1854

Office and Factory, St. Catharines, Ont. **Stocks carried at Winnipeg and Montreal**

Our New No. 50
GENERAL HARDWARE CATALOGUE

was built with the intention of making it of the greatest assistance possible to hardware dealers in making up their

MAIL ORDERS



In this new book we have illustrated every article, and every illustration is exactly true to the goods it represents.

We have given our own list price on nearly all items, so you can at a glance figure the approximate cost to you without waiting to write us for a quotation.—This is of particular advantage when you want to close a sale for some item not carried in your stock.

When you have received this book

put it in a conspicuous place and encourage your customers to look through it.—This will sell goods for you that probably your customer would otherwise never inquire about.

We have the goods and we give the service.

We supply Mail Order Blanks and Addressed Envelopes, and by the use of our new catalogue, it is our hope that you will favor us with an increased number of Mail Orders.

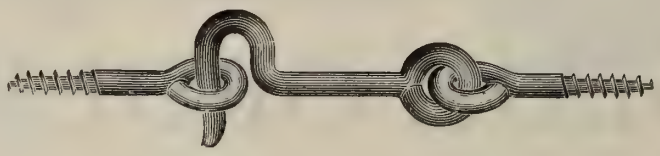
If you have not already received Copy of Catalogue advise us and we will gladly send one promptly.

LEWIS BROS., LIMITED, MONTREAL

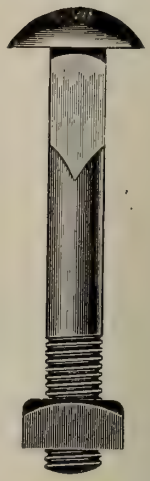
OTTAWA TORONTO

The Steel Company of Canada, Limited

Hamilton







Should **quick delivery** be a factor, we are prepared to guarantee **prompt shipments** from our well-assorted stock of standard sizes of the following products—





Wire Nails	Tacks
Fence Staples	Wood Screws
Poultry Netting Staples	Machine Screws
Corrugated Fasteners	Bolts and Nuts
Fencing and Gates	Rivets and Burrs (Iron and Copper)
Wrought Pipe	Steel Bars
Lead Pipe	Bright Wire Goods





Horse Shoes and Horse-Shoe Nails.





WIRE

Bright, Oiled and Annealed, Spring, Rivet, Bolt, Copper, Brass, Tinned Mattress, Bookbinders' and Broom.





Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

A NECESSITY



THREE FINISHES.

SIX SIZES.

ALL TESTED FOR LEAKS.

ALL SMP QUALITY TRADE MARK

Shipments Made Promptly

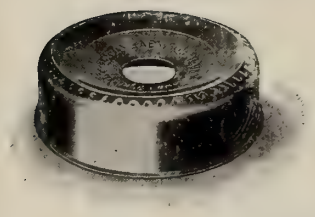
THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

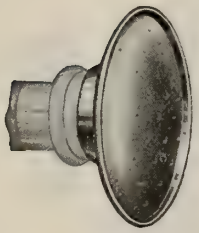
Fountain Lawn Sprinklers



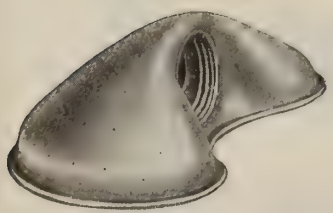
THE "ORIGINAL" FOUNTAIN



THE "BABY" FOUNTAIN
It Sprinkles Square



THE FOUNTAIN
"SHOWER"
A Hose Nozzle with the "Mist-Like Spray"



THE "HALF-CIRCLE FOUNTAIN"

Practical Durable Attractive

Made of brass and handsomely finished. Nothing to rust or get out of order. **Every one of them has the beautiful "Mist-Like" Spray that has made the name "FOUNTAIN" famous from Coast to Coast.**

The **Original** Fountain is too well known to need description. It is 8 inches in diameter and is packed a half-dozen to the carton. Weight 10 lbs. to the dozen.

The **"Baby"** Fountain is now in its third year and has "made good." It sprinkles square instead of a round surface, size 5¼ inches in diameter. Packed six to the carton. Weight 5½ lbs. the dozen.

The Fountain **"Shower"** is a hose nozzle with the "Mist-Like" Spray. A splendid sprinkler for gardens and small lawns. The price is surprisingly modest. Size 2¾ inches in diameter. Packed a dozen in a carton and weighs 2 lbs. to the dozen.

The **"Half-Circle"** Fountain sprinkles only half of a full circle. No need to shut the water off to move it about. May be held in the hand like a nozzle. It is absolutely unique in design and is most pleasing in appearance. Size 4½ inches long. Packed six to the carton and weighs 4 lbs. to the dozen.

Every Sprinkler of the "Fountain Family" is packed in a beautifully lithographed display carton that not only effectively displays the sprinklers, but also explains the method of operation. These displays make the Fountain Sprinklers sell themselves.

The Standard Stamping Company

MARYSVILLE, OHIO

YOUR JOBBER SELLS THEM.



SAMSON
LAWN BOWLS

are made of the finest lignum vitae in either natural color or black finish, with ivory centres. Made strictly in accordance with the Scottish Lawn Bowling Association Rules. Full weight and correct bias all tell strongly in their favor.

Ab-so-lute-ly Guaranteed

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

The GREAT-WEST TROLLEY HANGER

For—
Warehouse, Factory and Barn Doors.



Massive, Strong

Scientific, Noiseless

Lateral and Vertical adjustments.

Hardened Roller Bearings.

Easy to put up.

The Great-West is the strongest hanger of any.

Apron—6" long, 4" wide, $\frac{3}{16}$" thick.

Adjustments $1\frac{3}{4}$" to $2\frac{3}{4}$".

Packed 1 pair in a box complete.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.

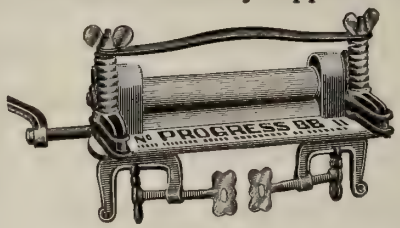
Makers of the RELIABLE Crescent Brand Butts and Hinges

Hand or Power Washing Machines and Clothes Wringers

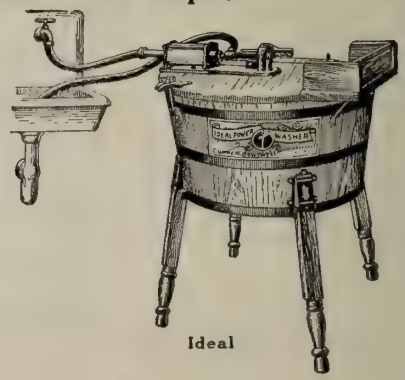
We manufacture this One line only. We make them Right and They made us.
The Largest Makers of Home Laundry Appliances in the British Empire.



New Idea.



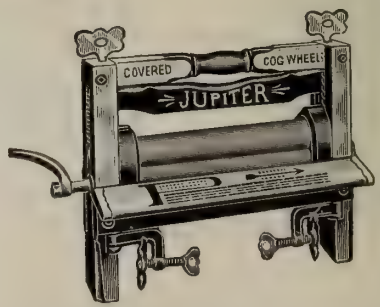
Progress.



Ideal



Warwick.



Jupiter.

Sold Everywhere

A Single Machine or a Carload available for immediate shipment.

Cummer-Dowswell Limited, Hamilton, Ont.

The Standard Silver Co. of Toronto, Ltd.

Trade 

Mark



864. Marmalade, $3.75.



819. Compote, $12.00.

Silverware is the conventional and usual wedding gift.

June is the great wedding month of the year.

Be sure the silverplate you offer to your customers bears the trade-mark and guarantee of a reputable manufacturer.

It is impossible for the Hardware dealer to carry a complete line of silver goods. Our Catalogues show practically all designs made by us.

Be prepared for your trade, have our catalogues on hand. We will be particularly glad to send to you our folder showing Spring goods. A post card will bring it to you.

During the month of June we will help by paying the charges on all telegraph orders.

All goods shown in our catalogues are kept in stock.



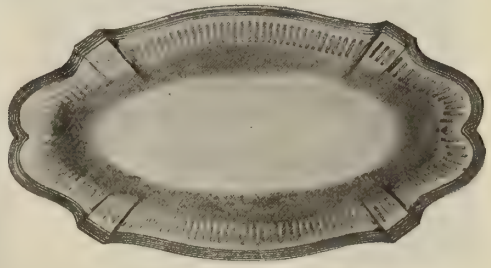
2059. Tea Set, $16.00.



1275. Casserole Baker, $7.25.



02055. Tea Set, $27.00.



347. Bread Tray, $7.00.

Casseroles in White Fireproof and Ivory White Linings

It's easy to get a good Paint and Varnish Brush Trade if you handle

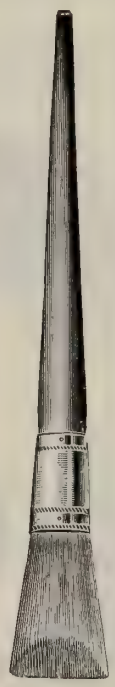
The Meakins Line



It contains material and workmanship of the highest grade and satisfactorily fulfills all demands for a good brush. **You'll find this a very profitable proposition.** Drop a card for catalog and full particulars.



M & S 1852

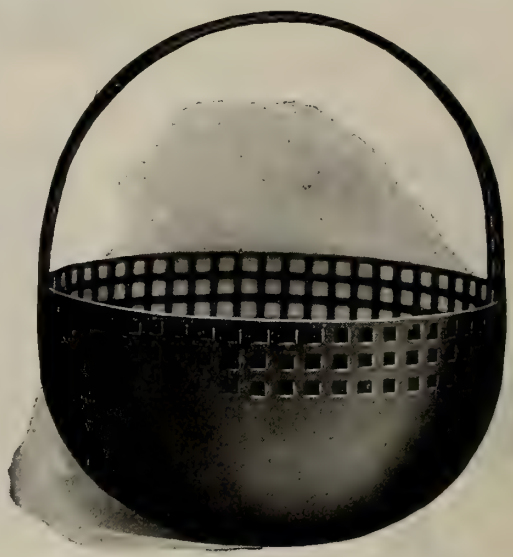


Meakins & Sons, Ltd.

Hamilton, Ont.

Warehouses: WINNIPEG LONDON TORONTO MONTREAL

Consistent Good Quality



Brushed Brass or Rich Gilt.
AM 5606. Height 7 inches. AM 5607. Height 5½ inches.

Our Fern Baskets and Tea Kettles

are articles that are certain to attract public attention on account of their beautified finish and artistic design. **They sell well and make satisfied customers everywhere.**



AM 5622. Polished Brass or Nickel Plated. 1 quart.
AM 5623. With Wood Handle.

Our catalog contains our complete line of quick-selling brass ware.

Every aggressive dealer should write for it at once.

Drop us a card now.

Chadwick Brass Co., Limited

HAMILTON, ONTARIO

The "IDEAL" Sad Iron

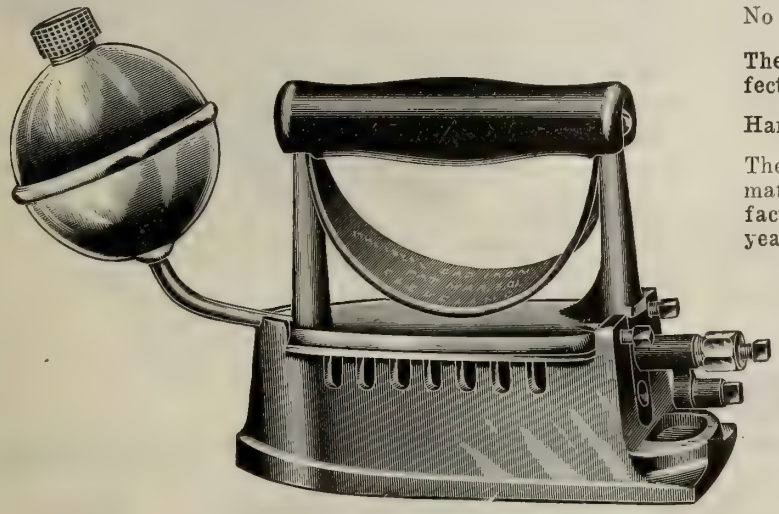
(Self-Heating)

When the "Ideal" is hot enough to iron heavy linens there is but 2½ lbs. pressure on the tank—while every tank is tested to stand 175 lbs.—THIS INSURES ABSOLUTE SAFETY.

Cost of operation is less than one cent per day for a family of five.

A tank of gasoline will burn for four hours.

Heat can be regulated to suit conditions.



No possibility of scorching clothes.

There is no gas, the combustion being perfect.

Handle and operator always cool.

The Ideal is made from the highest grade material. **Burner and Generator are manufactured under the direction of men with 20 years' experience in such work.**

Directions accompany every iron and we guarantee satisfaction if operated according to directions.

Exposed parts are nickel-plated and polished, giving the iron an **attractive appearance.**

You'll find it a big seller. **Write for price.**

THE WESTERN Tool Grinder

Noiseless, Dirtless, Chainless and Easy Running

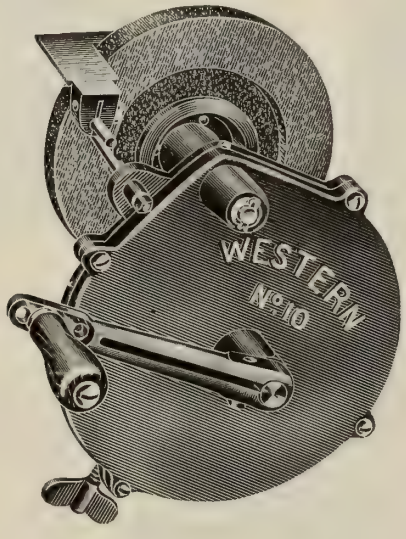
Every part is made of the finest iron, assuring a long, satisfactory service.

The "Western" has cut gears encased and a high-grade corundum grinder.

It is light (weighing only 20 lbs.)—therefore it is easy to handle.

Packed one in a box.

If you require anything in the line of **Lawn Mowers, Tool Display Brackets, Lawn Sprinklers,** etc., we can supply the kind that are reliable and profitable.



Taylor-Forbes Company, Limited

Head Office and Works: GUELPH, ONTARIO

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency, - - - London, Eng.
H. G. Rogers, - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,

North Transcona, Man.

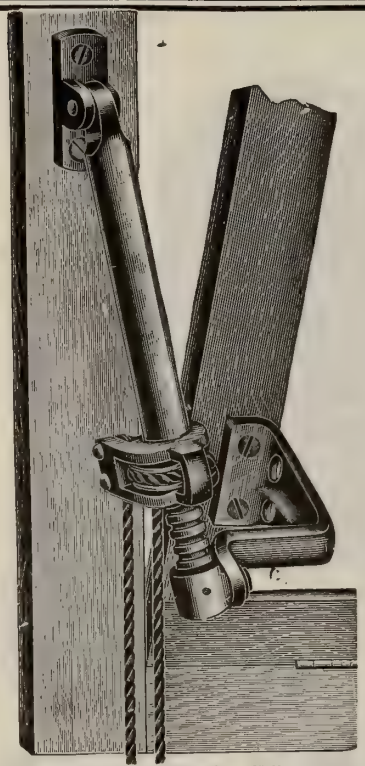


Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley $\frac{5}{8}$-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

LTD 1809 **EVERED** & Co LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing BRASS FOUNDRY

LIGHTING FIXTURES METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal



First Prize Won By a Canadian Store

A Canadian store, The Mills Hardware Co. of Hamilton, Can., won first prize in the great Starrett Show Window Contest for dressing the best window display of mechanics' fine tools. We congratulate them, but we reproduce above the prizes, which are more valuable than our congratulations. The winners, in the order of their selection by the judges, were:

Mills Hardware Co., Hamilton, Can.
Kalispell Mercantile Co., Kalispell, Mont.
Western Hardware & Supply Co., Portland, Oregon
Hazard, Gould & Co., San Diego, Cal.

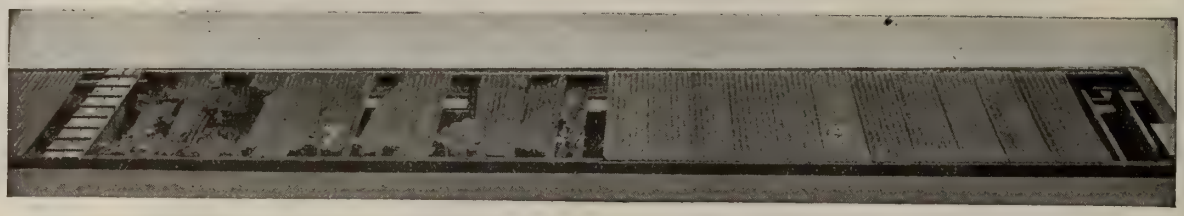
Duncan & Goodell, Worcester, Mass.
Alden & Judson, Grand Rapids, Mich.
H. O. McClure, Tulsa, Okla.
I. E. Swift Co., Houghton, Mich.
The Winters Hardware Co., Fremont, Ohio.
Wm. K. Toole Co., Pawtucket, R.I.
The Bond Hardware Co., Ltd., Guelph, Can.
Adam Decker Hardware Co., St. Paul, Minn.
San Diego Hardware Co., San Diego, Cal.
Graves Hardware Co., Springfield, Mass.
Vonegut Hardware Co., Indianapolis, Ind.

The contest was judged by a committee consisting of Roy F. Soule, of "Hardware Age"; James H. Kennedy, from "Hardware Dealers' Magazine"; D. F. Barber, from the New England Retail Hardware Dealers' Association; Hugh H. Riner, from the National Hardware Dealers' Association, and David E. Speare, Jr., chief decorator of Filene's department store, Boston.

Next week we will show the window that won the prize.

The L. S. Starrett Co., Athol, Mass.
WORLD'S GREATEST TOOLMAKERS
New York **London** 42-352 **Chicago**

A STRIKING ILLUSTRATION



Steel without Copper (black—uncoated) Same Steel with Copper (black—uncoated)

Of the Durability of

Keystone Copper Bearing Steel Sheets

These illustrations show the actual results of exposure to the weather.
Keystone Quality furnished either in Black or Galvanized Sheets.

Send for booklet giving other photographic illustrations and details of tests. You will find it very interesting.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building MONTREAL

Traders Bank Building TORONTO

50 YEARS IN THE BUSINESS

YOU'RE AS SHREWD AS THE BEST IN THE BUSINESS

when it comes to buying **NICHOLSON-MADE-FILES.** One price to all—no more, no less

When you place an order for **NICHOLSON-MADE-FILES**—you're charged exactly the same figure as the other 10,000 Nicholson dealers pay for the same file in equal quantities.

There's satisfaction in knowing that no other dealer can "beat" you on price. And when it comes to quality—the Nicholson dealer has all the points in his favor.

With an output of 50,000,000 files per year, we can absolutely control every step in the making of our files—from the elements that give our steel its peculiar toughness to the automatic machines that make **NICHOLSON-MADE-FILES** uniformly "feel" and "draw" right.

Sell more NICHOLSON-MADE-FILES to your trade—and hold their good-will and your profit.

BRANDS:

Kearney & Foot Great Western
American Arcade Globe

NICHOLSON FILE CO. - Port Hope

FILE FILOSOPHY. A 50 years' education on Files in an hour, and our Catalog sent FREE on request.

OVER 50,000,000 FILES A YEAR



Pretty nearly every male-man, at some stage or other, has made sport of the "shopping proclivities of women."

Sometimes, I guess, it is a joke, but for us men who are in the merchandising business, it's a cold, hard fact.

A woman is a better shopper than a man. She gets more value for her money, sometimes just because she has a peculiar mental slant in that direction: sometimes because she has only a certain amount of money to spend and has to spread it out as thin as butter on a pic-nic sandwich.

Anyway, the ordinary woman is a sticker for getting her money's worth. That's a fact that we might as well recognize, because in nine stores out of ten it's the women that keep the bell ringing on the cash register.

The ordinary woman is not a mean buyer: she's a keen buyer.

If she thinks that by spending a few cents more to-day she can save a dollar next month, she recognizes the logic of that all right.

Flour is cheaper by the bag than by the pound; so she orders a bag.

If when the rather important matter of stove-buying comes up, you tell her that the Gurney-Oxford will last her a lifetime, she'll see the point.

If you tell her it will save one ton of coal in every six, as against a cheaper, poorly made stove, that point will stick in her mind.

If you demonstrate the Economizer, she will readily appreciate its money-and-time-saving qualities.

You merchants who handle the Gurney-Oxford should never lose a stove sale. It fairly bristles with selling points. The next time a "shopper" comes in and asks "to look at some stoves," start right in and **sell** her a "Gurney-Oxford." You can do it nine times out of ten, or my name is not

SAM OVEN.

GURNEY-OXFORD

The Gurney Foundry Co.
LIMITED

Established 1843

TORONTO **CANADA**

GURNEY-OXFORD

THE TORONTO SILVER PLATE COMPANY, LIMITED

SILVERSMITHS AND MANUFACTURERS OF

ELECTRO SILVER PLATE

of an absolutely Guaranteed Quality.

Catalogue No. 60 illustrates this Set, along with an up-to-date line of Sterling Silver and Electro Silver Plate. If interested, write for copy of same.

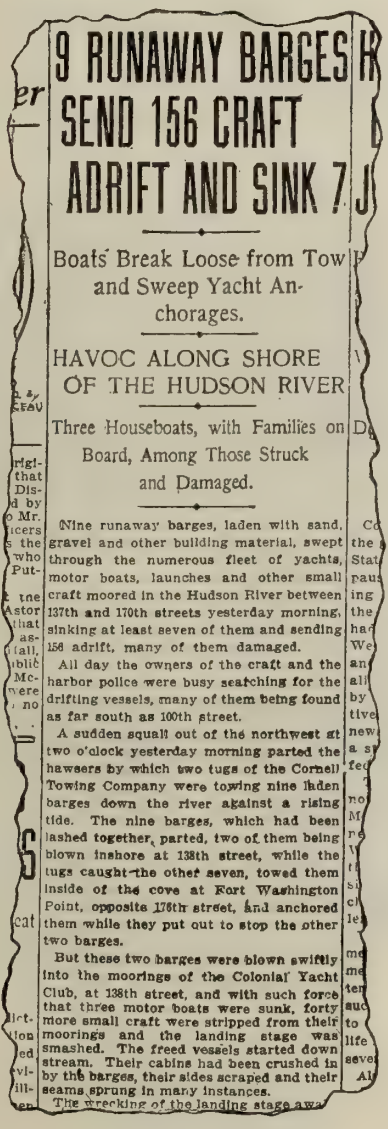


No. B-560 E.P. TEA SET, BRIGHT AND ENGRAVED FINISH.

Factories and Salesrooms - - West King Street, Toronto, Canada

Branch Salesrooms: **Fairfield Building, Granville St., Vancouver, B.C.**
Hammond Building, Albert St., Winnipeg, Man.

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver



THE IMPERIAL OIL COMPANY LIMITED — HEAT LIGHT POWER LUBRICATION

OIL STOVE SALES

took a big jump and have increased steadily, year after year, ever since the

New Perfection
WICK BLUE FLAME
Oil Cook-stove

was first put on the market.

The New Perfection cooks anything a coal stove will, and costs less. It is sturdy, clean and convenient. Made in 1, 2, 3 and 4-burner sizes.

New Perfection, No. 5, has the new fireless cooking oven. Have you seen it?

THE IMPERIAL OIL COMPANY, LIMITED

Toronto Ottawa Halifax Montreal Quebec St. John
Winnipeg Calgary Regina Vancouver Edmonton Saskatoon



Saves Oil, Time and Labor

A trial always makes a steady user.

Easy Profit because Easily Sold

No matter in what position the can may be held, the oil is entirely controlled by the operator. Not a drop of oil need be wasted. Oil is forced out by simply pressing on the plunger. The flow of oil ceases the instant the pressure on the plunger stops.

Oiling can be done in one-half the time and with less effort.

The "Cannon" is giving satisfaction to thousands of users.

Drop a card for particulars.



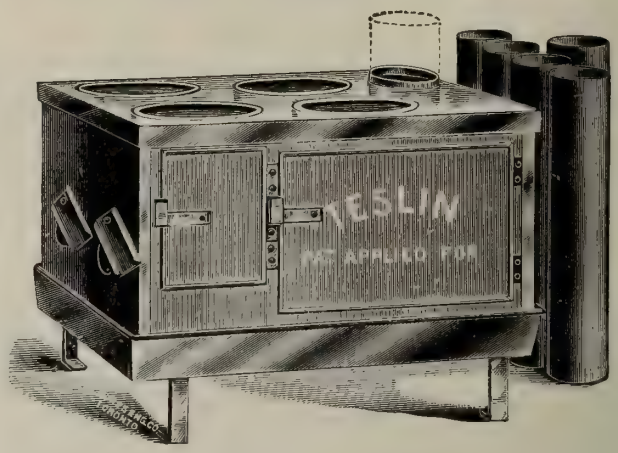
R. E. Bloomer
Keithsburg, Illinois

Summer Time is Camp Stove Time

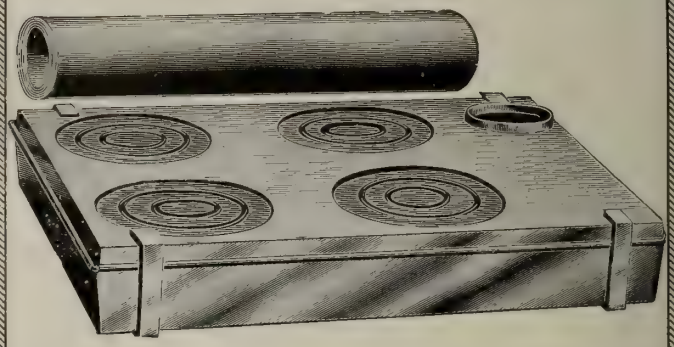
The time is fast approaching when thousands of Canadians will be "camping out." And meanwhile arrangements are going forward with a swing. Two things receive first consideration—carrying convenience and elimination of all unnecessary weight. These two vital points are specially dealt with in

McClary's

"TESLIN" Camp Cook Stove



The two cuts illustrate the "working size" and the "carrying size"—note the exceptional difference.



When set up the heavy angled corners and the method of construction keep it perfectly rigid. Works like an ordinary cook stove—the draft forces the heat all round the oven; also has a direct draft when baking not required—four 8¼" pot holes on top—five lengths of telescopic pipe, full length 9½ feet.

Now is the time to guarantee quick returns — write to-day for more particulars.

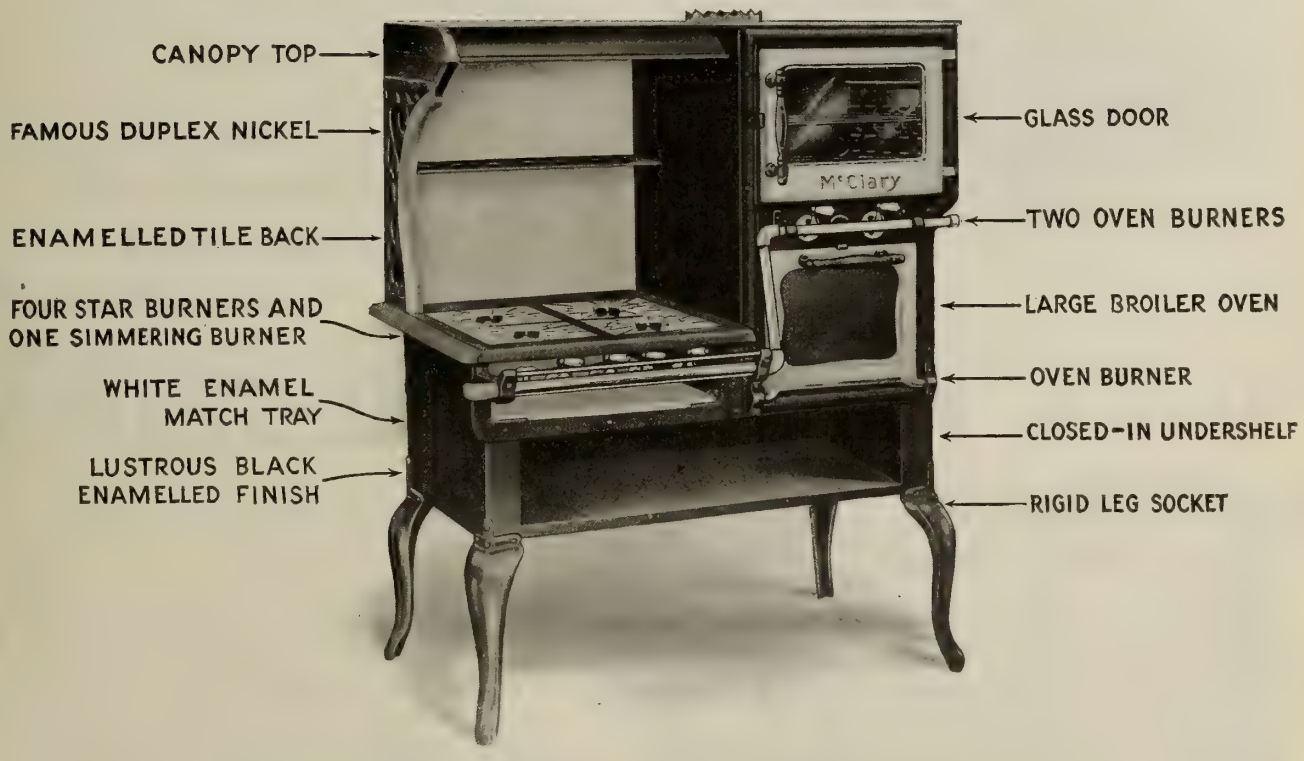
"McClary's on goods is a Quality Name."

McClary's

LONDON TORONTO MONTREAL WINNIPEG
VANCOUVER ST. JOHN, N.B. HAMILTON
CALGARY SASKATOON EDMONTON

EXPERT KNOWLEDGE of the requirements of your customers enables us to manufacture just the right kind of goods to meet their needs: there's a reason why you should sell

McClary's
GAS RANGES



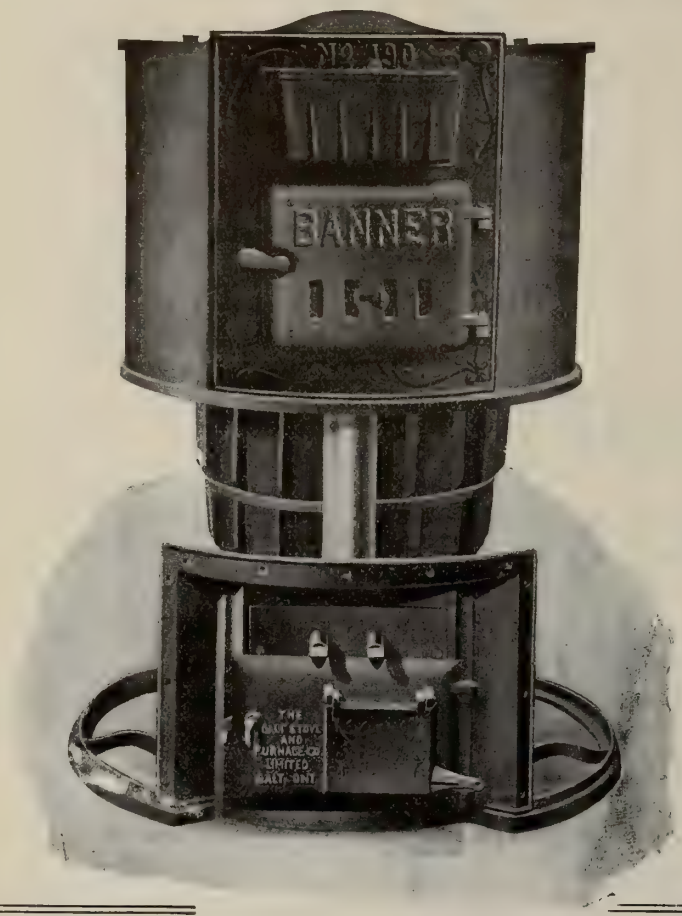
Appearance—The permanent black enamelled finish always bright and lustrous, combines with the attractive duplex nickel trimmings in presenting an inviting and ornamental article.

A supply of recipe books sent on postal request—Write to-day.

McClary's Ship Quick.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON



There are many features

which have been embodied in the construction of

The BANNER Furnace

which we claim are distinctively superior to nearly all other makes of furnaces. For instance we have a solid cast iron **Combustion Chamber.** There can be no question about the advantage of a cast iron dome over one made of steel. It is more durable, will remain hot and radiate heat long after a steel dome has cooled. It is **corrugated,** thus securing greater radiating surface and allowing for free expansion and contraction.

Just a few of the other leading features:—

Large, roomy ash-pit fitted with an ash-pan.

Four triangular grate bars.

The Direct Draft Damper, which is fitted with an Automatic Gas Damper. Flanged Fire Pots. Made in 5 sizes.

Our catalog contains full particulars. We'll send it upon receipt of a card. Write!

The Galt Stove & Furnace Co., Ltd.

Galt, Ontario, Canada

"QUICK MEAL" WICK OIL STOVES

WITH GLASS FOUNT



Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

Also, "Quick Meal" Evaporating Gasoline Stoves.

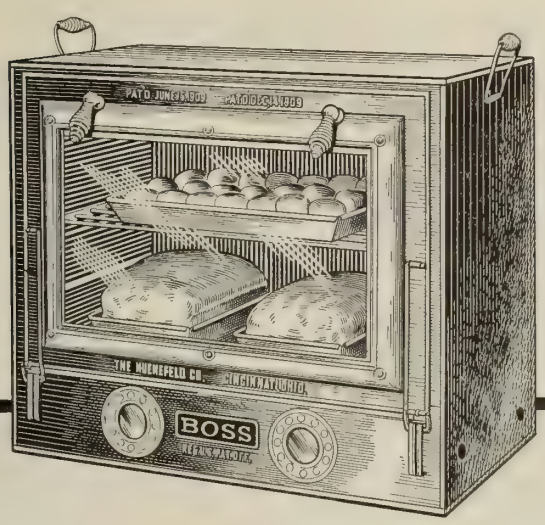
The JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT. - WINNIPEG, MAN.

Agents for Canada

BOSS OVEN

GLASS DOOR



GUARANTEED

No. 750

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.



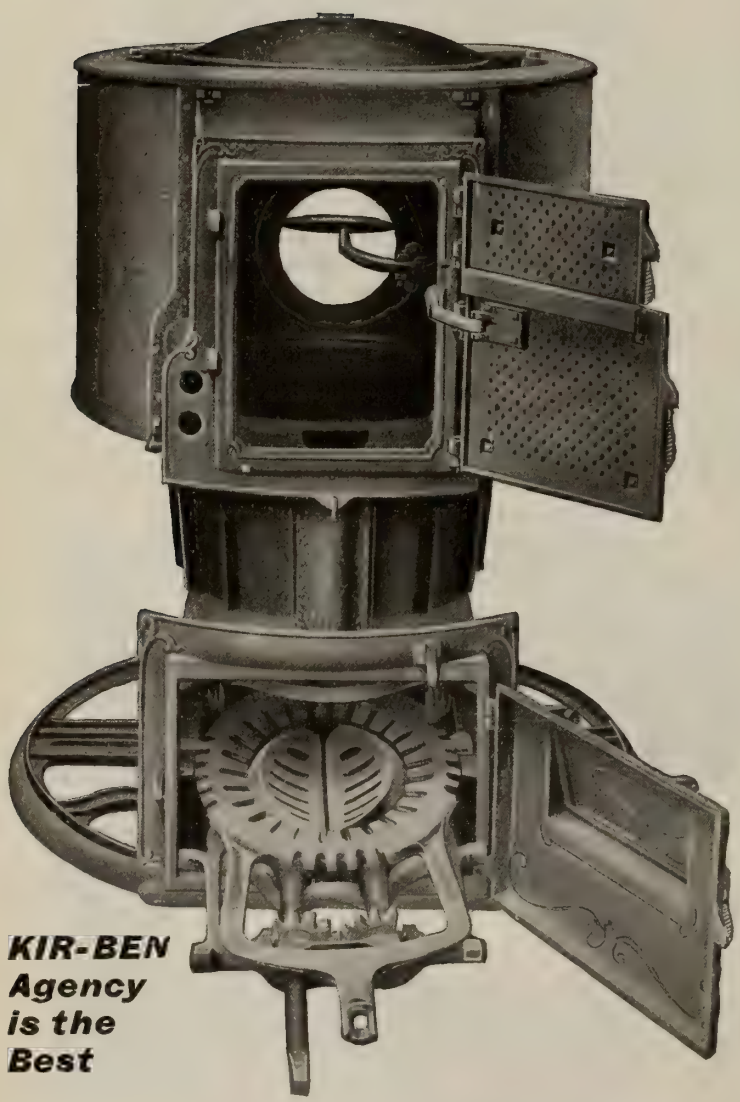
FOUR BURNER LOW WITH GLASS TANK

The HUENEFELD CO., 6000 Valley St., Cincinnati, Ohio

KIR-BEN

KIR-BEN

KIR-BEN—



KIR-BEN Agency is the Best

Furnaces with this name on give maximum satisfaction everywhere.

They are built to give long service and to give it economically, and with but little attention.

When you handle Kir-Ben furnaces you are not merely hoping for larger trade—you can rest assured that it will come in short time.

A Kir-Ben user is always a Kir-Ben booster—he sends his friends to you when they want a real good furnace.

Kir-Ben patterns are made of aluminum in match plate styles, and every one of these furnaces will result in a perfect fit, true to weight, and free from strain. These patterns make the setting up of furnaces an easy matter, as every part fits perfectly.

Castings are made of pure pig iron. No scrap iron of any kind is used. Quality is tested daily, and nothing better can be made.

In making the radiator we use Apollo Keystone COPPER - BEARING Steel Sheets, because in their construction a percentage of pure copper has been added, to prolong the life of the sheets. These steel sheets resist to the greatest possible extent all corrosion influences, and will not rust.

Illustration shows sectional view of Kir-Ben 1914 Furnace.

Note the **New Style Duplex Grates,** the **Large Feed Doors,** the **Automatic Damper Control,** the **Water Coil Openings,** the **Heavy Base and Bottom,** the **Straight Fire-Pot with Heavy Flanges,** the **Large Ash Door,** etc. All these features have a distinct advantage in the furnace world—and the **Kir-Ben Catalog** describes them fully.

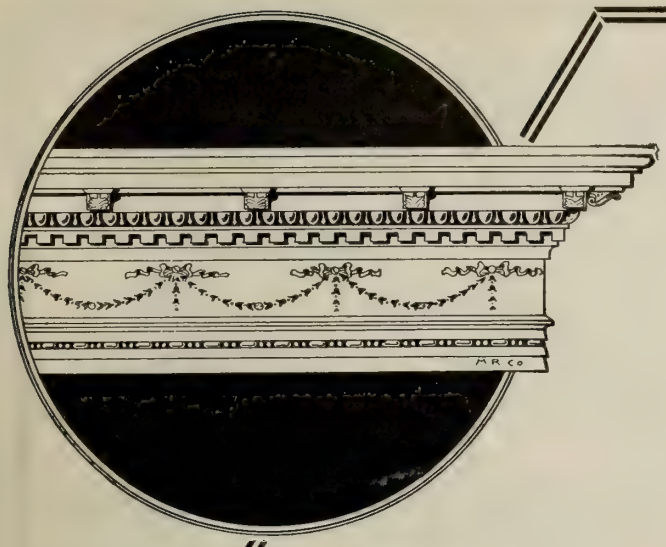
A word from you and this catalog is yours. Better write now while you're thinking of it.

KIR-BEN LIMITED

Almonte, Ontario

KIR-BEN

KIR-BEN



New Buildings—
Old Buildings—
Any Buildings—

Will look better and last longer—mean more profit to the Dealer—more satisfaction to the owner—will be safer for the passer-by, if the Cornices used are—

"METALLIC" Cornices

We make such a variety of styles that all requirements can be met, no matter how simple or elaborate the design required. Catalogue "Z" gives you Patterns and Prices. Handle the "Metallic" Materials and make your Summer business more profitable.

Write to-day for information as to how we help you get business.

We manufacture all kinds of Superior Sheet Metal Building Materials.

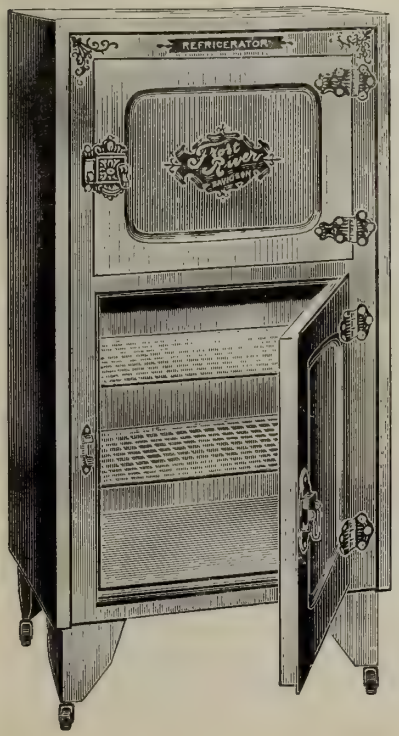
The METALLIC ROOFING CO. LIMITED

TORONTO
King & Dufferin Sts.

Manufacturers
Established 1884

WINNIPEG
797 Notre Dame Ave.

Davidson's Frost River Refrigerators



Made Entirely of Sheet Steel—Galvanized.

100 per cent. better than wood—More Sanitary.

Will Not Crack, Shrink, Fall Apart or Decay.

Locks, Hinges and Handles solid polished brass.

Heavily Insulated—Uses less ice—Are colder.

Will last a lifetime.

Dainty, Neat and Clean Looking.

Beautifully finished in French Grey baked enamel with Snowy-White Food Chamber.

All Inside Parts are Removable.—Easily Cleaned.

Three sizes—Fully guaranteed—(Write for prices.)

The Thos. Davidson Mfg. Co., Limited

MONTREAL TORONTO WINNIPEG

Everything but the Oil



There are no more consistent sellers than a line of high-grade oiling accessories. Lubricators, Grease Cups, Oil Pumps and Oil Cans are in use every day and all day wherever a wheel turns. And they don't wear forever—although we do make them the best we know how.

Our Oiling Devices and Power Plant Accessories are sold with an absolute guarantee of satisfaction. In handling Morrison goods you take no chances. We are behind every article. Catalogues and prices will interest you.

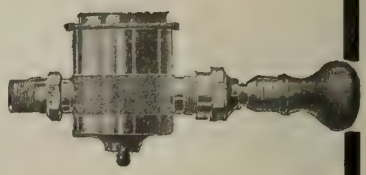
The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide Street West, **Toronto, Canada**



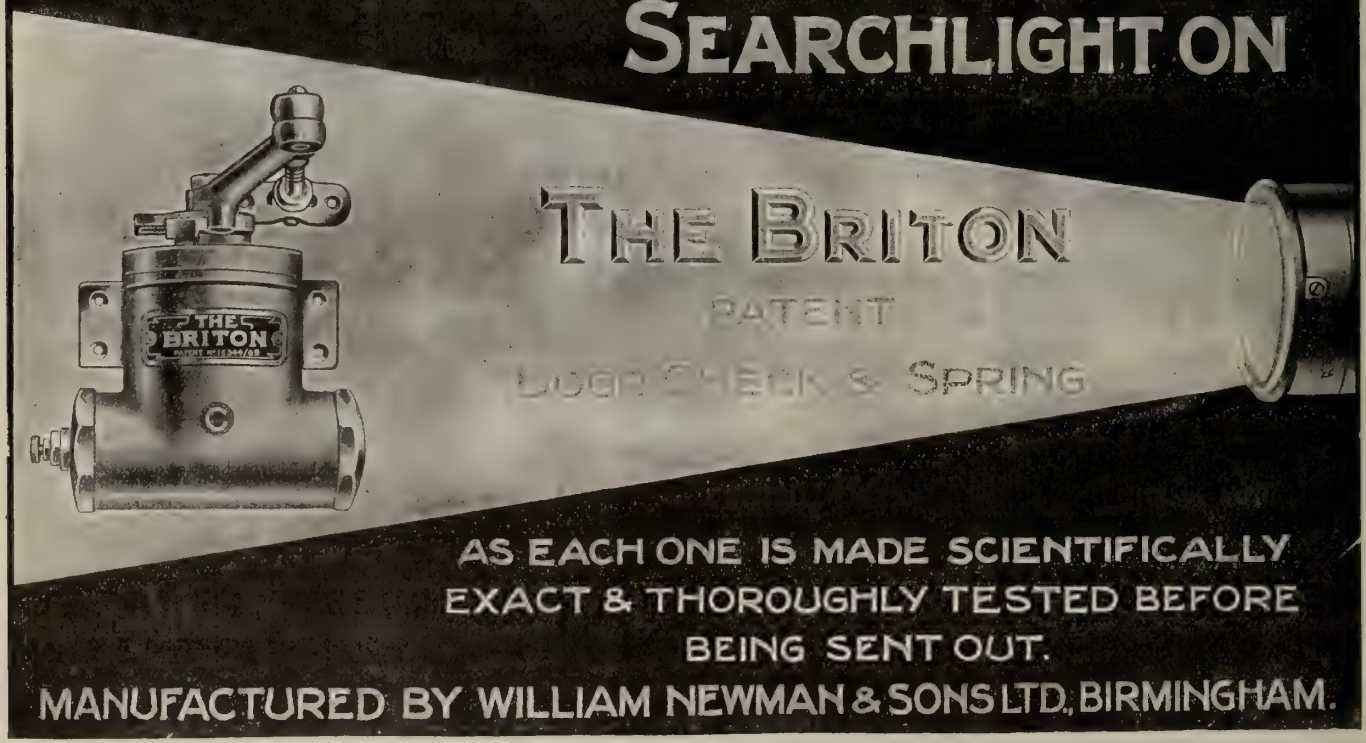


Quick stop, adjustable feed oil cups, plain or sight feed.



Patent hand cylinder oil pumps, rough body, finished mountings.

WE ARE NOT AFRAID TO HAVE THE SEARCHLIGHT ON



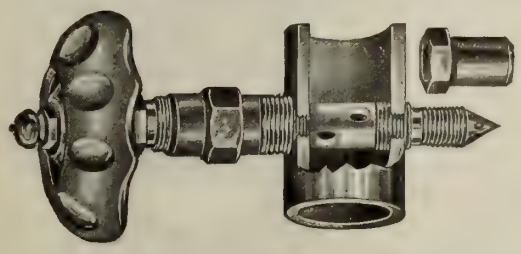
AS EACH ONE IS MADE SCIENTIFICALLY EXACT & THOROUGHLY TESTED BEFORE BEING SENT OUT.

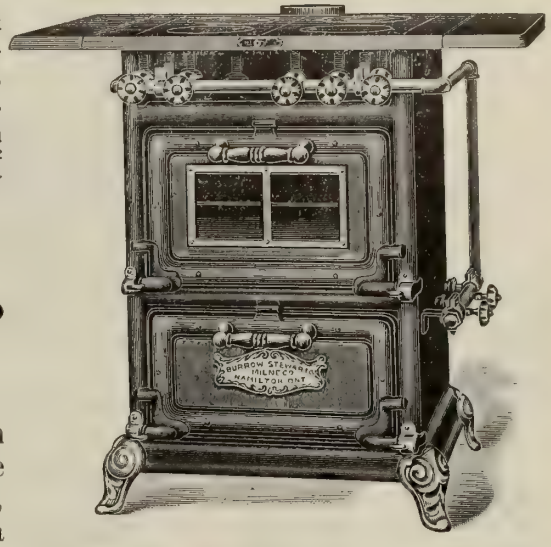
MANUFACTURED BY WILLIAM NEWMAN & SONS LTD. BIRMINGHAM.

Canadian Agents: F. D. C. Richards, 70 Lombard Street, Toronto. Tees & Persse, Calgary, Alta.

"HAMILTON JEWEL" Gas Ranges

Are equipped with Adjustable, Non-Leaking, Needle-Point Valves — They can be adjusted in a moment to burn any kind of gas—AT ANY PRESSURE.





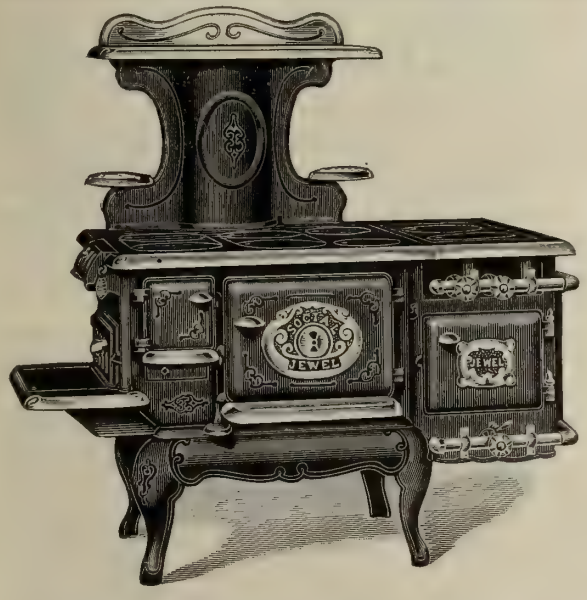
Do You Realize What This Means?

It means primarily ECONOMY OF GAS in the greatest possible degree.

Why? **First,** because the **Adjusting Nut** on the valve (shown separately in above cut) controls the flow of gas. Then, the valve being **horizontal,** secures a **perfect mixture** of gas and air; the gas is delivered from the point of the needle into the air chamber, where gas and air are thoroughly mixed; this insures a perfect **Blue Flame, consuming the maximum amount of air and the minimum of gas. Result**—not only greater heat, but **LOWER GAS BILLS.**

THEN AGAIN, the horizontal needle valve, unlike the vertical lever valve, **has no seat, spring or screw,** which are liable to wear, work loose and eventually leak. They will last as long as the gas range, and for exact mechanical construction, are **absolutely guaranteed** to be perfect in every detail.

VARIETIES TO SUIT EVERY PURPOSE



THE SOCIAL JEWEL
WITH GAS EXTENSION

Burns Hard or Soft Coal or Wood—Manufactured or Natural Gas.

MADE IN TWO SIZES—16 and 18 in. ovens.

Independent Gas Oven measures 11½x18x9 ins.

A COMPACT, ECONOMICAL, BEAUTIFULLY DESIGNED RANGE and ABSOLUTELY GUARANTEED.

SEND US YOUR ORDERS

THE BURROW, STEWART & MILNE CO., LIMITED

STOVE BUILDERS FOR OVER 50 YEARS

HAMILTON **TORONTO** **MONTREAL** **WINNIPEG**

IT WILL SOON BE TIME FOR THE

ICE PICK



Goodell-Pratt's

NO. 339

5-INCH Hardened Tool Steel Blade

1500 Tools

Get a Catalog

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.



Sandusky Power or Electric Washer

Here is a thoroughly practical Washer, one that will do a family washing right at home, under sanitary conditions and save from $1.00 to $3.00 each week, enough to pay for it in a short time.

Every Dealer who has stocked it has found it exactly as represented—first-class in every respect and a splendid seller.

Every woman is captivated by the way it starts automatically and by the perfect condition of the clothes and their snow-white cleanness after washing. You will find it

A Trade-Bringer

worth handling, because every woman who gets one recommends it and sends more customers to you.

One big selling point which takes with prospective buyers is the novel wringer device. It permits wringer to be started, stopped, reversed or swung to any position. And while the washing is going on, the wringer will wring from the rinse water to the bluing and from the bluing right into the basket. The construction of the entire Washer is the best possible.

Space won't permit full details, but if you'll write we send them and tell you about our Guarantee Certificate plan which helps you make quick sales. Our proposition is worth sending for. Don't neglect it.

The One Minute Washer Co.

SANDUSKY, OHIO, U.S.A.

Western Canada Distributing Agents:

Miller-Morse Hardware Co., Ltd., Winnipeg, Man.

"KANT SCRATCH" FLY SWATTER



Felt protects the Furniture etc.

Handle is easy to grip

is a durable piece of workmanship. From the rigid metal handle to the swatter cloth, it is put together to give long service.

Its flexibility insures wear, and the felt protection to the swatter cloth protects the furniture or curtains against mar or the ripping of threads. It is 15 inches long, 5 inches wide. The handle is ¼-inch flat plated steel. Standard wire cloth is used. The felt is sewed on in such a way that it is sure to stay.

The "Kant Scratch" at 10c is a sure seller.

Packed one dozen in a highly attractive, eye-catching box.

Andrews

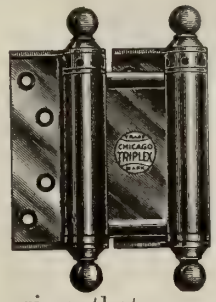
Wire Works of Canada, Ltd.

Watford, Ontario

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

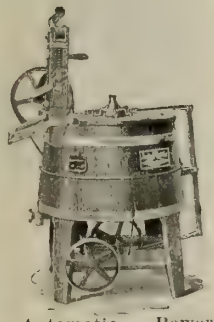
Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

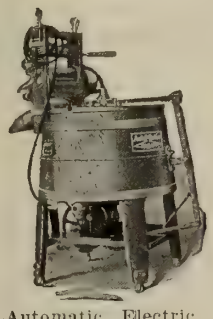
CHICAGO NEW YORK

AUTOMATIC POWER AND ELECTRIC WASHERS

Buy Them In Canada



Automatic Power Washer.



Automatic Electric Washer.

Here is a line of Washing Machines that will enable the dealer who handles them to absolutely control the power and electric washer trade of his vicinity. No other machine can entice his trade away, but he will be constantly getting new business and making fast friends through the AUTOMATIC.

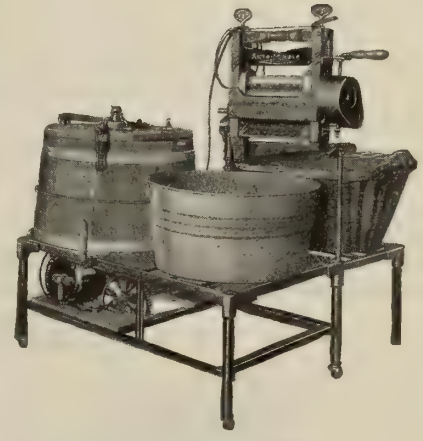
The Automatic is made in two styles—the single tub machine and the bench type. Both styles are made for power or electricity. For those who have engines but no electric current, the power machine serves every purpose. For those who have current, the electric machine is what they need.

In a short time the women will all be exempted from the hard work of washing by hand. The work will be done by power of some kind. The movement is on now and the dealer should be ready.

BUY THE AUTOMATIC. YOU WILL NEVER NEED CHANGE.

Best mechanical principles, materials, workmanship, most convenient, safe and easy machine on the market. Very simple, very efficient. Will last for many years.

Complete information on washing machines given in a special 32-page colored book, known as Bulletin 107. Ask for it. It is free.



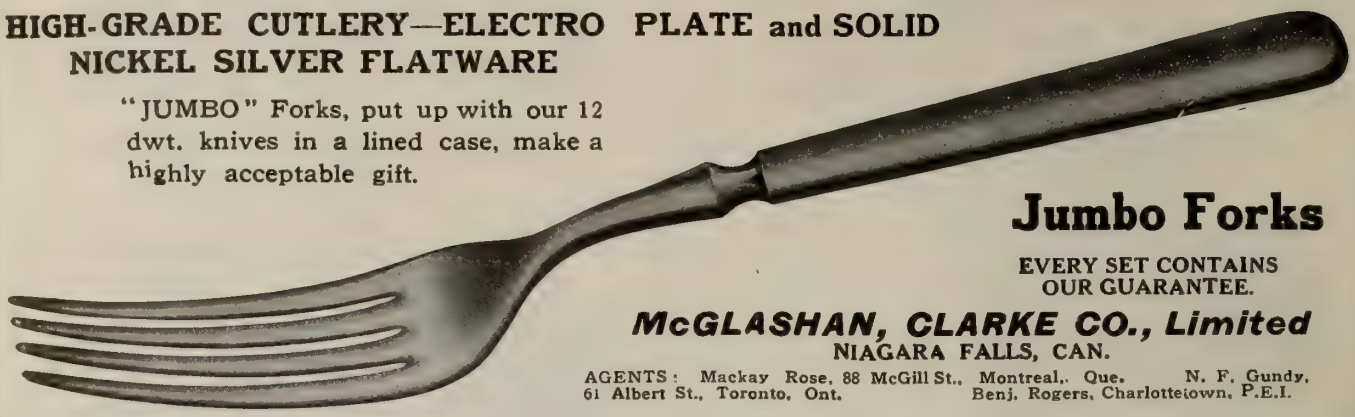
Automatic Bench Washer (Power or Eleteric)

Sold by Canadian Jobbers

AUTOMATIC ELECTRIC WASHER CO. INC., NEWTON, IOWA

HIGH-GRADE CUTLERY—ELECTRO PLATE and SOLID NICKEL SILVER FLATWARE

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift.



Jumbo Forks

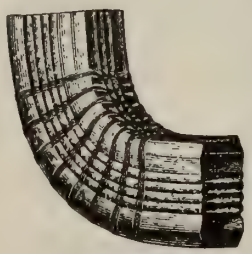
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McGLASHAN, CLARKE CO., Limited

NIAGARA FALLS, CAN.

AGENTS: Mackay Rose, 88 McGill St., Montreal,. Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

Our Corrugated Iron is Stamped, not Rolled, and is Absolutely Straight and Uniform





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We ship while others are thinking about it.

WHEELER & BAIN - - Toronto



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



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Every Razor Absolutely Perfect in its Shaving Qualities.

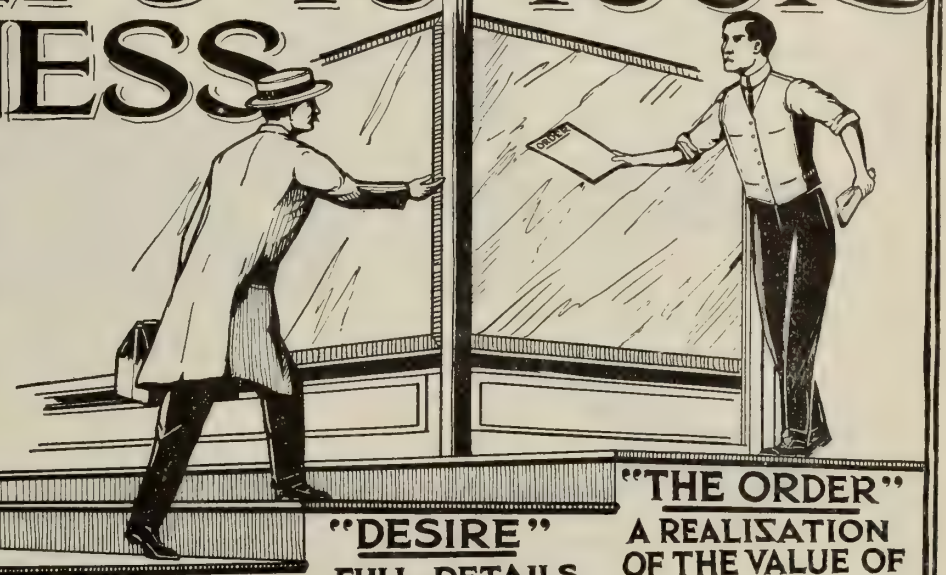


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THE LARGEST SHEET METAL FACTORS IN BRITISH EMPIRE
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PEDLAR'S PERFECT PRODUCTS IN SHEET METAL FOR ALL BUILDINGS
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"DESIRE" FULL DETAILS AS TO QUALITY OF MATERIAL AND WORKMANSHIP

"THE ORDER" A REALISATION OF THE VALUE OF PEDLARS PERFECT PRODUCTS AND THE PROFIT TO THE PURCHASER

IF we are to enjoy a portion of your trade, we realize fully the natural course of events necessary to secure it.

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ESTABLISHED 1861

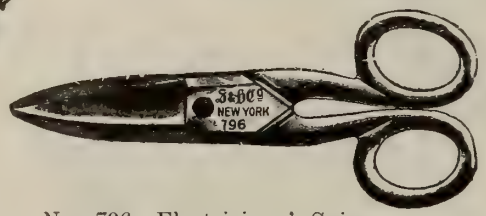
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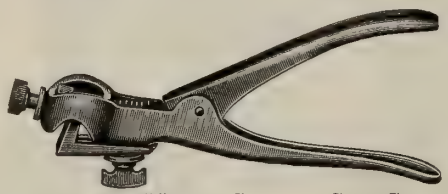
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Let us tell you the reason,



that you should stock up with the Dana Peerless Freezer, **right now.**

The Peerless makes its greatest appeal in Summer. Although it's in demand all the year round—naturally, in the sultry months, the demand is greatest.

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That's the reason you should stock the Dana Peerless **now.**

A mighty good reason, isn't it?

You'll think so, when we tell you about the profits.

So ask your wholesale hardware supply house about them now.

Manufactured and Sold in Canada by

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

SOLE LICENSEES OF DANA MFG. CO., CINCINNATI

"CANUCK" Bread Mixer



A Canadian Product of a Canadian Firm for the Canadian People

JUST COMPLETED. NOW BEING SHIPPED.

Two sizes - - - - - - - 4 and 8-loaf capacity

Pail made of heavy re-dipped stock—fittings of malleable iron, heavily coated with block tin.
Clamp, cover and book of instructions and recipes with each machine.

Packed ½ doz. in a wooden box.

"CANUCK" Bread Mixers are intended to be sanitary helps and labor-savers in the household, and are simply constructed, with a view towards efficiency and speed. Anybody can operate a "CANUCK" and get perfect results right from the start.

"CANUCK" Bread Mixers have no rival in the Canadian or any other market.

Order a sample machine with next goods and judge for yourself.

Advertising folders will be furnished on request. Say how many.

E. T. WRIGHT COMPANY, LIMITED
HAMILTON, CANADA

Improved Patent Flush Handle

CHESTERMAN'S

MEASURING TAPES

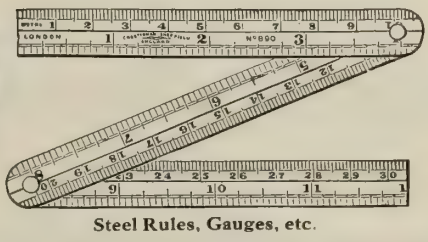
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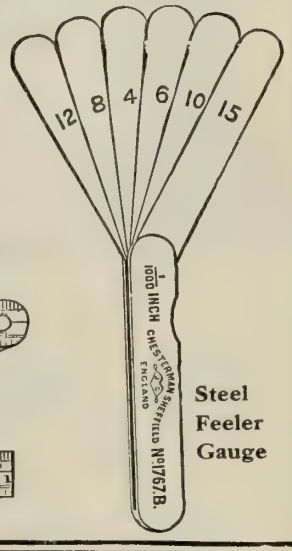
CONSTANTIA J C

TRE BLE



Steel Rules, Gauges, etc.

Engineers' Small Tools



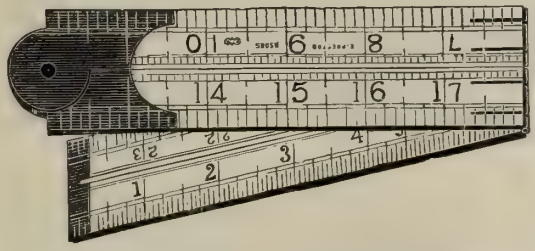
Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

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EDWARD PRESTON & SONS Ltd., Whittall Rule Works, BIRMINGHAM, ENGLAND.

MANUFACTURERS OF RULES, LEVELS, PLANES, AND IMPROVED CARPENTERS' TOOLS.



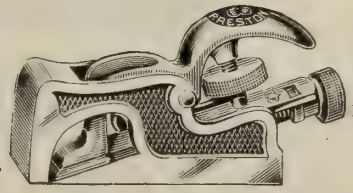
ESTABLISHED 1825.



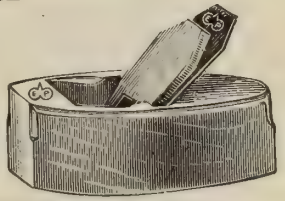
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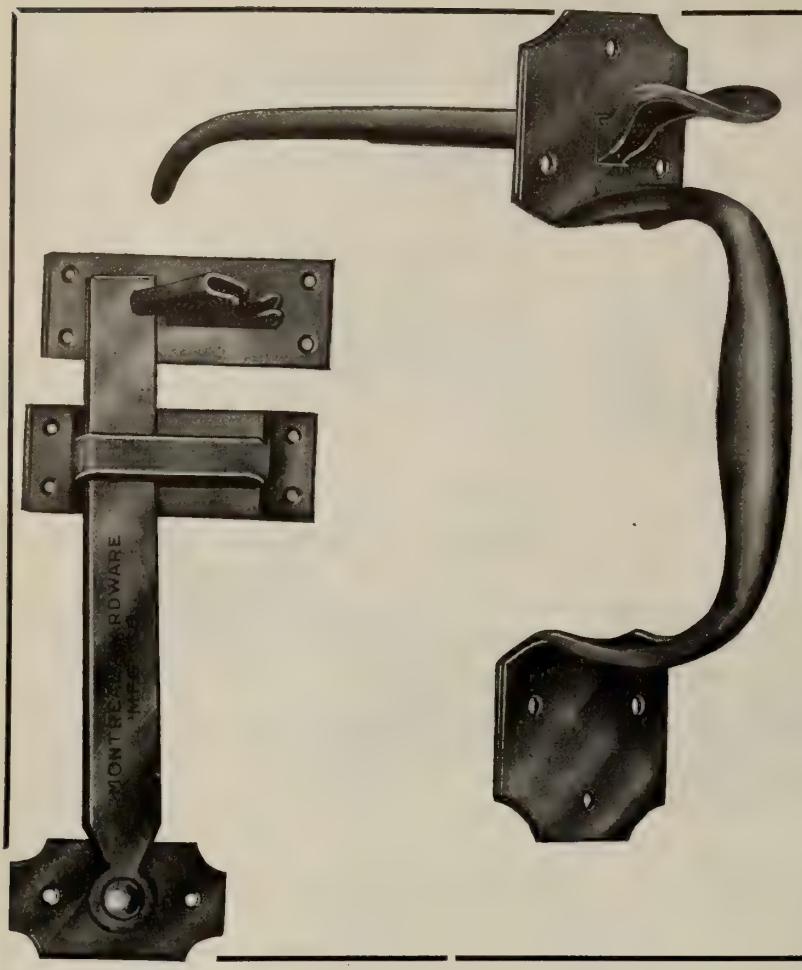
Patent Adjustable Bull-Nose Rabbet Plane.



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Manufacturers of the Improved Sash, Rabbeting, Quirk, and Bead Routers, Patent Chamfer Shaves and Moulding Tools, Iron Planes, Plumb Tools, Trammel Heads, etc.

G. S. PELTON & SON, 203 St. Nicholas Building, MONTREAL



It Looks Expensive, but It's Not —It's M.H. Brand

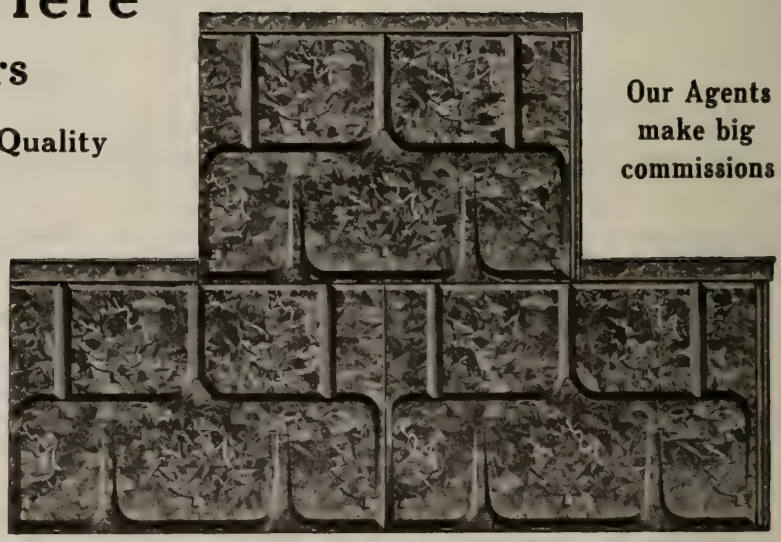
The finish and workmanship cannot be found elsewhere. At the same time, the price is not above that of some inferior lines. M. H. Brand Hardware will meet the approval of your customers.

Write for Catalog.

Montreal Hardware Mfg. Company
MONTREAL

The Quality's Here
that gets re-orders

Safe Lock Shingles and Acorn Quality Corrugated Iron



Our Agents make big commissions

Many home-builders use the same old kind of building materials because they are unfamiliar with the advantage that prevails in the use of Metal Shingles and Siding.

We want you to canvass your vicinity for us—to be our agent.

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We'll be glad to give you any information you may desire.

We make a specialty of prompt service and square treatment to all our customers. Write for our special agency proposition.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG SASKATOON CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY COMPANY, Limited
TORONTO and WINNIPEG

BATHROOM FIXTURES OF QUALITY



Glass Towel Bar.

UNIVERSAL

Quality is indeed worth while in Bathroom Fixtures. Few articles show its absence so readily and few depend so much on quality for their sale.

"Universal" Bathroom Fixtures

have that apparent quality which stamps them at once as distinctive and desirable. The prospective purchaser notes immediately their strong and massive construction; their high-polished, heavy nickel-plate finish; their practical features that make them really useful, and their simplicity that makes them easily cleaned and polished.



Tumbler Holder



Above all, their style is attractive; their designs are really graceful and artistic, while their finish is certainly handsome. In fact, they convey that idea of refinement that is most looked for by the buyer of Bathroom Fixtures.

Tumbler Holder

The line contains all of the useful appointments, singly and in combinations, made in different attractive patterns so that a customer can choose a pattern that appeals to his taste and fit out his bathroom to harmonize with it.



Combination Glass Shelf, Tumbler Holder and Soap Dish.



Tumbler Holder and Soap Dish.

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Write to your Jobber for Prices, or Direct to Us.

LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.



Tumbler and Tooth-Brush Holder.

SUPPORT HOME INDUSTRIES

THE CANADA METAL CO., LIMITED, MANUFACTURE IN CANADA



Our **BABBITT** Sales for **1913** Have Beaten All Records

Year by year they increase by Leaps and Bounds.

The Reason:

What we make we guarantee.
Nothing is done by guesswork.

Mixtures and Physical Tests are controlled through our chemical and testing laboratories. All Babbitt Metals are tested with a friction testing machine.

This strict attention to details enables us to supply all requirements.

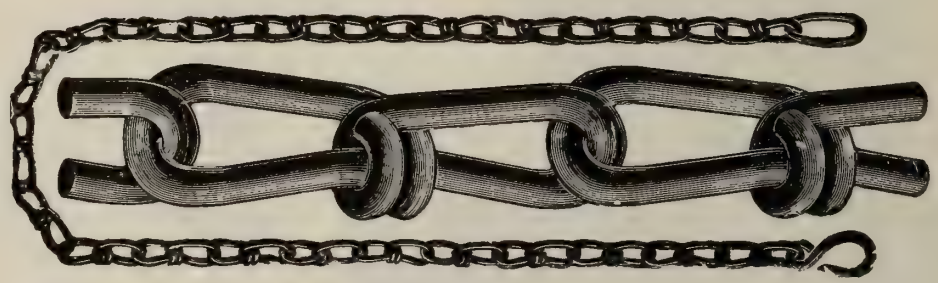
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The Canada Metal Company, Limited

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BRANCH FACTORIES Winnipeg, Montreal

New Process Steel Wire Trace Chains



Tie-Out Chains. Halter Chains.
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The most satisfactory Chain to handle.

Manufactured by

THE B. GREENING WIRE CO., Limited

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PRESENTATION CABINETS *and* GIFTS

COMMUNITY SILVER

in its many beautiful patterns will please any bride. Extensive advertising and high quality has made Community Silver so popular.

For June Brides



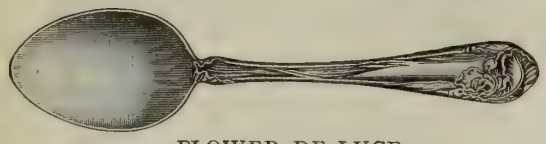
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AVALON



LOUIS XVI



FLOWER DE LUCE



CLASSIC

Wallace's 1835 Sectional Silverware

JOAN PATTERN has sectional plate of pure silver on wearing parts, as well as being thoroughly plated.



Other Gifts Include

Colborne Electric Irons, Universal Electric Toasters, Percolators, Carpet Sweepers, Carvers in Cases, Pearl Handle Dessert Knives and Forks in Cases, Salad Sets, Cold Meat Forks, Pie Servers.

CAVERHILL, LEARMONT & CO.

MONTREAL

Many are Looking

for practical gifts for the bride and groom — gifts that are useful, durable and attractive — NOT ALL show.

The Wm. A. Rogers

1881 (R) ROGERS (R) A1

CUTLERY

put up in these beautiful sets is sure to attract much attention.

This silver-plated ware assures very best service, as it is guaranteed to be full standard or A1 extra plate upon the finest quality of 18 Nickel Silver base.

The 1881 (R) Rogers (R) A1 Cutlery has made good friends everywhere. It will win more friends for you.

Write to us for a Catalogue showing new patterns in ready selling combination sets.

Our new Hollow Ware Catalogue is ready, listing many original and attractive designs.

Send for discounts on sets illustrated.



No. 301. Leyland
12-Piece Combination Set .....per set, $9.40



No. 301. La Vigne
12-Piece Combination Set .....per set, $9.40

CANADIAN ROGERS CO., LIMITED

TORONTO **WINNIPEG** **VANCOUVER**

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, MAY 30, 1914. No 22

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T. B. COSTAIN, Managing Editor J. I. CODDINGTON, Circulation Manager
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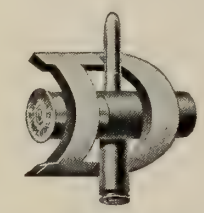
UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234; Boston, C. L. Morton, Room 733, Old South Building, Telephone, Main 1024; Cleveland, T. E. Klein, 1246 Thoreau Road, Lakewood.

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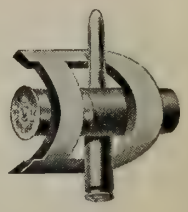
That there are more Dominion Shells sold than all other brands is a proof of the demand. That all Jobbers carry a complete stock of Dominion Cartridges is a guarantee of a sure supply.

Large production does not necessarily mean superior goods, but superior goods result in large production.



Dominion Ammunition

MADE AND LOADED IN CANADA



Should have a prominent place on your shelves, for your demand will be for the Dominion Brand.

Are you getting the increase sale of Ammunition, Guns and Supplies from the local gun club? If the club needs gingering up, let us know, and we will send a representative.

Dominion Cartridge Company, Limited - Montreal

Hundreds and Hundreds

of Hardware Merchants find the



O-Cedar Polish Mop

(Made in Canada)

a quick and easy seller

The reason—O-Cedar advertisements go into thousands of homes, in Canada, and are read by thousands of people because housewives are always on the outlook for a device that will lessen labor and make housekeeping more pleasant.



O-Cedar Polish Mops are especially useful in summer because more dust prevails—so boost them now.

Write your jobber.

CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. MAY 30, 1914 No. 22

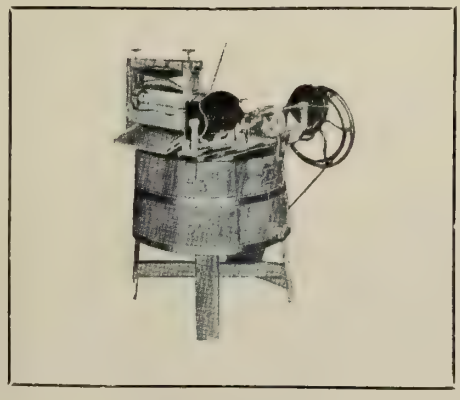
A Merchant's Experience with Electrical Devices

Manager of a Large Retail Hardware Store and a Retired Merchant Discuss the Electrical Appliance Line—Many Changes During Recent Years—A Good Line to Sell.

By David G George

"WE have just been making comparisons," said the manager of a prosperous Ontario retail hardware store, referring to a conversation he was having with a former proprietor who retired from active business a few years ago. Mr. Crawford, the former proprietor, and the older man of the two, had passed some remark regarding a large number of packages of electrical appliances which were being opened in the receiving room, and asked the manager the reason why a consignment of electrical goods was arriving at this time of the year. The manager replied that the goods were to be featured for the June wedding trade. "We expect," said the manager, "that during June we will have a bigger demand for electrical appliances than we have ever had in a corresponding period during any previous year. Electrical appliances, you know, are now considered very appropriate as wedding gifts, in fact, very few brides consider that the wedding present list is complete unless one or two electrical appliances are included."

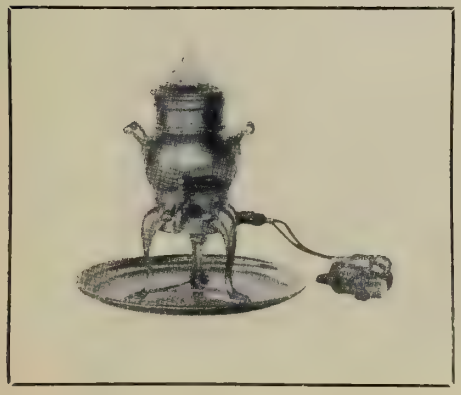
The older man then commenced to tell about the wedding present trade of the olden days. "About the only line we had a demand for was carving sets. There may have been a few sales of cutlery, such as table knives and forks, etc., but we did not attempt to feature wedding present goods, because we thought it was a line of business for the jeweler to look after. I have noticed during recent years that hardwaremen feature silverware, brass goods, cut glass, table cutlery, etc., but I did not know that electrical goods were featured to any great extent. Have you met with success in selling this line?" "Yes," replied the manager, "we have met with splendid success since we started to sell electrical goods. You know, it is only during recent years, perhaps the last five or six, that electrical appliances for the home have become popular. It is unnecessary for me to dwell for any length of time on the convenience and economy of good electrical appliances. There are still some people who are afraid of getting shocks, etc., but after we have sold them an iron or a toaster or some other appliance they soon realize the value and economy of the appliances and in many cases they are not satisfied until they have purchased six or seven electrical appliances for use in the home. We always like to sell an electrical appliance, as a wedding gift, because we know that if we keep in touch with the recipient of the gift and keep her informed, by personal contact, letter or circular, of the new appliances which we place in stock from time to time, that we will make future sales.



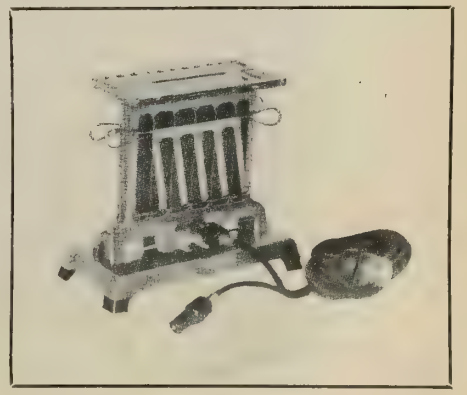
Electric Washer.

"When a young couple 'starts up house,' it means that they will need many articles from the hardware store. If we can show them by selling some of the wedding gifts they receive, that their friends deal with us, the chances are that we will secure a large share of their future patronage. Some men are inclined to scoff at follow-up systems, but not me. I believe in the follow-up system every time—it pays.

"Coming back to electrical appliances, the devices which have been produced by some manufacturers are marvels of ingenuity. We have customers who would give us unlimited references on some of the lines we have sold them. We always endeavor to secure lines which we feel sure will give satisfaction and can be guaranteed. We seldom have any trouble. Occasionally a heating element will prove defective, but we always make it a point to replace them if they have not been in use too long, and if it appears to us that the user has not been negligent. You know it is a pleasure to sell electrical devices if you know them to be reliable.



Electric Percolator.



Electric Toaster.

"There is something magnetic about the word 'electricity.' You tell a lady customer that the washing machine, vacuum cleaner, water heater or toaster is operated by electricity, and you gain her attention immediately. And the finish of the goods—just take a look at that line of samples. You see a sample of an electric chafing dish, coffee percolator, tea samovar, toaster, disk stove, water heater, luminous radiator, and three sizes of irons. On the other side, we have samples of three makes of vacuum cleaners, and one combination electric washer and wringer. Can you tell me of a line of samples that would present a better appearance or more quickly secure the attention and interest of a lady customer? Advertise! Yes, we use the show windows, the newspapers, circulars, personal letters, and also show and demonstrate the various devices to our customers in the store. The line carries a nice profit. We often make $2 on an iron, and our profits range from that figure to $40 on our high-priced vacuum cleaners. I would hate to think of discontinuing our electrical department. We are building up a splendid trade in this line. We did not carry a heavy stock at first; in fact, our first order consisted of three irons and three toasters, but I can tell you we have sold some since that first order was placed. The most successful way that I know of to sell electrical devices is to let the people know you have the goods, and what the goods will do. If you place the devices on the shelves and wait for customers to come in and ask for them the chances are that the returns in sales will not be large. We sell electrical devices all the year round, and also have a big demand at Christmas; but watch us try to boost our sales during June this year. I'll guarantee that a good many of the wedding presents purchased in this city next month will be purchased in our electrical goods department."

"Yes," said the retired merchant, "I suppose that in these days of keen competition the methods I employed thirty years ago would not bring in the necessary business and profits. Times have changed, cost of doing business is higher, competition is keener, and I suppose you have to keep your eyes open for new lines. It looks to me as if this line should be a nice one to handle, and one that would bring a very reasonable profit. You can't rely on wire nail and barb wire profits for your existence these days, can you?"

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Avonlea, Sask.—A. Selthun has opened up a hardware store here.

Central Butte, Sask.—A. T. Swain has started a hardware concern here.

Successfully Operating a Motor Delivery

By F. Max Hill, of Jas. Walker Hardware Co., Montreal, Que.

"ONE of the essential points in the successful operation of a motor delivery is to have a weekly inspection of the motor and running gear. To that rule of a regular inspection by a qualified expert I attribute more than anything else the success we have had with out motor truck.

"We have a one-and-a-half ton truck, which has been in service practically every working day in the past year. Even during the winter months, when the snow was fairly deep, we had little difficulty in keeping the car in service. During the entire year the car was not out of commission more than seven days. Most of that time was on account of one big snowstorm which stalled the car in the garage. Our garage is situated several miles from the store, on a side street, where there is very little traffic. One morning, following a particularly heavy fall of snow, the chauffeur tried for a couple of hours to drive the car through the drifts. He had only a short distance to go to get to one of the main streets where the snow was packed but after trying vainly for some time and finding he made little headway he telephoned to the office and I told him to back the car into the garage and come down to the store himself.

"That was really the only time during the whole winter when we could not use the car. If we had had our garage on one of the main streets we would not have been deprived of it at all, as these streets are quickly packed down, or the snow is cleared away, and the motors can run as well on them throughout the winter as they can in summer.

"We determined, when we bought this car to give the service a thorough tryout, and to see if it was any advantage over the horse driven vehicles. I may say that now after a year's trial I am absolutely convinced of its efficiency and value. The cost of upkeep is about the same as for two single horse-drawn vehicles that formerly did the work.

"It formerly took two horses and wagons to cover what we call the western district—that is the half of the city lying west of St. Lawrence Boulevard, and taking in Montreal West, Notre Dame de Grace and Westmount. The motor is now taking care of that district and also makes trips several times a week to such suburban places as Cartierville, and St. Lambert, across the river. It carries larger loads and does the work more quickly than the horses could do it.

"It is worth noting that our car is so regulated that it cannot exceed 15 miles an hour. We figure that that is the limit of the speed in order not to strain the efficiency of the car, and we have a regulator which prevents it going faster than that speed. While our truck has a capacity of one and a half tons, it is possible to put a 25 to 33 1-3 per cent. overload on it, but we seldom do so. Overloading is not advisable as it is apt to strain the truck and impair its efficiency.

"It is a difficult matter to make a correct comparision of the cost of motor deliveries and horse drown vehicles, but I believe there is very little difference. An expert chauffeur naturally costs more than an ordinary teamster, but in our case one chauffeur is taking the place of two teamsters. We have had two complete sets of tires and some minor repairs which would probably total about $175 for the year. The upkeep of horses and wagons, shoeing of horses and repairs to wagons, would amount to fully that much. We had one extraordinary expenditure, which I do not think should be counted in against the motor. This was due to an accident, caused by a hanging telephone wire on one of the streets in the west end. The street was torn up at the time and the chauffeur in attempting to pass around the obstruction was struck by the wire and himself injured and the top of the cab damaged. The cost of this was about $45, but a horse and wagon might have had the same misfortune.

"Our experience with the western delivery service has been so satisfactory that we have decided to purchase a car to take the place of the two teams which have been covering the eastern section of the city. We will thus be doing with two motors the work of four horses and wagons and I believe will do it more cheaply and more efficiently than with the horses.

"With regard to our weekly inspection, which I have said is one of the essential points, and to which I attribute a large part of the success we have had. We send our motor, every Thursday afternoon to the agents, where it is given a rigid inspection. If any of the parts need cleaning, or a nut or bolt

(Continued on page 60.)

Methods of Showing Wedding Gifts in Store

Hardware and Metal Representative Visits the Cutlery and Silverware Department of the J. H. Ashdown Co., Winnipeg—Wall Cases, Silent Salesmen, Tables, Etc., Are Used — An Abundance of Light.

JUNE and September vie with one another as wedding months. June is popularly known as a month for marriages; but the Ashdown Hardware Co., Winnipeg, probably do more business with September brides than with those who unite in June. The weather in Manitoba is no doubt the cause. It is more propitious to dresses in the later month.

However, Ashdowns care not whether a girl becomes a bride in September or in June; they give just the same attention to wedding presents in one month as in the other. Their silverware department is one of the finest to be found in a hardware store in Canada.

An idea of the elaborate methods of displaying these goods will not be amiss, considering that June is so near. There are nine glass silent salesmen, used as counters. Behind these are massive wallcases, with sliding doors. These contain, on shelves, small expensive clocks, picture frames, candlesticks, match-holders, tobacco jars, calendars, ash trays, writing desk outfits, blotters, ink wells, etc.

Lay-out of Store.

To the right on entering, the first wall-case is filled entirely with silver-plate tea sets of Canadian, English, and American manufacture. The next case contains salad bowls, trays, prize cups, all being silverplated goods. These wall-cases stand ten feet high, are finished in mahogany.

The centre portion of the wall-case on the right takes the form of an alcove, giving a graceful appearance to the department. The top is given an artistic appearance by the use of artificial palms and art pieces, consisting of bronze figures, urns and vases, all arranged with considerable taste. The dark finish of the cases shows out the light silver and cut glass to advantage.

The above mentioned alcove is devoted entirely to cut glass ware, of which, aided by mirrors at the back and concealed electric lights, there is a brilliant display. The shelves in the alcove vary in thickness, thus tapering off the intensity of brilliance. The bottom shelf is of considerable width, and is below the level of the counter, the ware being displayed on white cloth densely, giving the customer something of great brilliance to gave upon.

Cut Glass Display.

The principal pieces of cut glass ware shown are cut glass lamps and $100 punch bowls. Other pieces of less value are epergnes, water jugs, nut bowls, ice cream trays, fern pots, decanters, vases, sandwich trays, butter plates, perfume bottles, jewel boxes, and cold meat trays. They feature colonial and other patterns of cut glass.

Cut glass is a very popular article just now as a wedding gift. Every lady likes to have as much of it as possible in her home.

Considerable care is taken in the choice of suitable wedding presents for



Interior view of cutlery department in the Winnipeg store of the J. H. Ashdown Co.

the silent salesmen. One case is devoted to soup toureens, casseroles, pudding dishes, and entree dishes. The next case contains pearl handle knives and forks entirely, dessert and table size, with combination cases of knives and forks and fish knives and forks. Another case contains only chafing dishes and coffee percolators. A massive display is made in four rows, prices ranging from $4 to $50.

Another silent salesman contains principally samples of silverplate knives, forks, and spoons. Another case is devoted to leather goods, such as ticket cases, pocketbooks, wallets. Next to this is a case of solid silver hollow ware, comprising tea sets, fruit dishes, bon-bons, candlesticks, vases, cruets, sugar and creams, photograph frames, butterdishes, five o'clock tea sets, cake baskets, etc.

There is also a case of jewelry, of large assortment, including solid gold and gold-filled cuff links, watches, tie pins, rings, bracelets, sunbursts, necklets, diamond rings, and fancy rings with precious stones. The next case contains sterling silver flat ware, knives and forks, spoons, fancy pieces, cream and gravy ladles, and ice cream servers. There is a case of traveling cases, and all toilet articles required in traveling. There is also a case for silverplated fancy flat ware in cases, such as half-dozen salad forks, oyster forks, bouillon spoons, dessert knives.

Display Tables.

So much for the silent salesmen. Displays are also secured by the use of tables in the centre of the aisle. These are covered with red plush, and a raised centre is decorated with artificial palms and terra-cotta figures. On one table the display consists principally of brass goods, such as ash trays, tobacco jars, cigar lighters, card markers, card cases, ink wells, pen racks, letter openers, calendars. Underneath the tables are displayed brass jardinieres and fern pots.

Another display table contains more brass goods, desk clocks, and manicure sets. Two whole tables are used for displaying gilt jewel boxes and gilt clocks.

The feature of the cabinets of silver is that they contain everything for the proper lay-out of a table, and are very attractive for presentation purposes. One of the chief methods adopted by this firm in securing this class of business is in displaying the goods suited for the season. Now that June has arrived, the whole department has been changed around so as to give special prominence to goods suitable for the large number of brides who make their appearance at this time of the year.

Rarely are prices cut, as goods of this nature which do not sell during one season will sell at another. It is a department in which reduced prices are almost a detriment to the business. People often think that a silver article which is reduced in price has less silver than it ought to have. Every effort is made to display as many of the goods as possible, and to ticket everything in the windows.

Canadian Credit Men Hold Annual Meeting

Fire Protection and Insurance the Chief Questions Discussed — New Officers Elected, With R. R. Wilson, a Wholesale Grocer, as President.

Winnipeg, May 27—(Special).— The annual dinner of the Canadian Credit Men's Association, Winnipeg, was held in the Fort Garry Hotel on Thursday night last. Fire protection and insurance were the subjects under discussion, and some lively exchanges of opinion took place. Fire Commissioner Lindbach presented a statement showing the appalling fire waste in North America, and emphasized the importance of individual responsibility.

After the discussion, the annual meeting was held, at which the following officers for the current year were elected: President, R. R. Wilson, of Campbell Bros. & Wilson; vice-president, J. D. Burnham, of Stobarts, Limited, Henry Detchon was re-appointed general manager, secretary and treasurer.

The following four members of the board retain their seats for another year:—W. S. Fallis, The Sherwin Williams Co., of Canada; R. R. Wilson, Campbell Bros. & Wilson; W. S. Arnold, Gowans, Kent Western, Limited; J. W. Campbell, John W. Peck & Co., Limited. The following five were appointed to take the place of the retiring members: G. M. McBride, J. D. Burnham, Theo. E. Howard, S. E. Diamond, W. L. Helliwell.



Top row from left to right:—T. D'Arcy McGee, Thos. Ryan Co.; J. D. Burnham, Stobarts, Ltd., Vice-President; John W. Campbell, John W. Peck & Co.

Second row:—Henry Detchon, General Manager; J. Taylor Webb, Dom. Storage & Forwarding Co.; J. G. McIntosh, Robinson, Little & Co., Wood-Vallance, Ltd.

Third row:—S. E. Diamond, Ames-Holden, McCready, Ltd.; W. S. Arnold, Gowans Kent, Western, Ltd.; W. S. Fallis, Sherwin-Williams Company; R. R. Wilson, President, Campbell Bros. & Wilson.

Bottom row:—Theo. E. Howard, Gaults, Ltd.; G. M. McBride, Wood-Vallance, Ltd.

Photograph showing members of last year's Board of Directors of the Canadian Credit Men's Association, Winnipeg. These were re-elected, with the exception of J. Taylor Webb, J. G. McIntosh, and T. D. McGee. R. R. Wilson, of Campbell Bros. & Wilson, wholesale grocers, is the new president, and J. D. Burnham, of Stobarts, Ltd., vice-president. Members of the new board not in this picture are W. L. Helliwell, Gurney North-West Foundry Co., Ltd., and six others representing the outside provinces.

Recollections of a Hardware June

Being the Reminiscences of an Old Hardware Dealer and Dealing With the Application of Some Good Advertising and Window Dressing Ideas to the Sale of Kitchen Ware to Brides.

By The Old Dealer

THE best merchant I ever knew? Son, you're asking me a sticker. I've known all kinds in my time, from those that hadn't sense enough to know the difference between being courteous and just plain fresh to a customer, to those who have become the grand old men of the trade. Naturally, a man might be good in one line and fall down completely in another."

"There was my old friend Charlie. I'll not mention his full name, for today he is sales manager of one of the largest corporations in America, and might not like some of my remarks. The biggest and the best of us are human, you know, and like to face our faults alone.

"Well, Charlie was really the poorest buyer I ever saw. I know, because I worked for him at the time. Did not seem to have executive ability either. But as a salesman he was a wonder. Not in the actual execution; he left that to others. But ideas! Man alive, he was brimming over with them. Met them on every hand. Could not talk to a man nor read a newspaper without hearing or seeing something that would start a train of hardware ideas cho-choing through his head. If he had been an old-clothes man he would have thought old clothes. An idea in his head became a thing of life and did everything but talk. And while it possessed him that fellow worked, ate and slept with his idea. But as soon as he had extracted the meat from it, he tossed it aside like a discarded love, and went about with an unhappy look on his face until he had found another to fill his heart. And enthusiasm? Why, that fellow dripped it off in chunks so that the whole atmosphere about him was surcharged with it. And versatile? Heavens! His mind was as versatile as a chameleon's hide.

"He was a wonder in more ways than one. Always courteous to high or low, thoughtful of others and invariably there with a whole-souled smile and a pleasant word.

"He made it a point to know everyone, and when the bug bit him, he was after all his acquaintance in the endeavor to get food for the beast. If he had not been so well known, or if the town had been a larger one, he might have been arrested for soliciting.

"All was fish that came to his net. He could ravish a nigger newsboy of an idea as readily as he would listen to the advice of the manager of the bank that he did business with. And he made them all work for him without their realizing it. He always claimed that if a man would only listen to other people's ideas of his own business, he could not help but winnow considerable grain out of the chaff, not only because of the bulk of it, but through getting the new and sometimes original viewpoints of out-siders. Further, he claimed that if you would only let a man give you advice about your own business, he would go away from you suffused with a warm sense of benevolence to you and hence forward take a personal interest in you and your business.

"Charlie was a salesman if ever there was one.

"He became a walking encyclopedia of hardware facts, just through observing, questioning and reading.

"No detail was too small for him to follow up with the painstaking care of genius; which he insisted—did not come in the night from Heaven, but as the result of a long, hard and careful grind at one's chosen work. 'It's the day of small things,' he used to say.

"He played the women and children strong and featured household articles and children's stuff more frequently than the other dealers on that account. He maintained, with considerable truth, I do believe, that it is they who steer a family's shopping. He worked hand in hand with the women's clubs for that



Wedding Gift Display by Guelph Hardware Firm.

reason. High brow—or low brow—it was all the same whether they were reading Browning or cleaning up alleys and painting fences; he was 'Johnny on the spot.'

"All this brings to mind the spectacular campaign we waged under his direction one June for the trade of the brides and those who might be giving kitchen showers for their benefit.

"He came down to the store one morning grinning like a Cheshire cat and we knew he'd had another visitation. He did not keep our curiosity in suspense, nor allow his own enthusiasm to cool. 'Strike while the iron is hot,' was ever his motto. 'Manana'* was not in his vocabulary. He outlined his campaign and wound up with, 'Now, boys, remember that a bride is so full of money, her family's, her friends' and her future husband's that she rattles when she walks.'

"That was Charley's way. Made us take a keen personal interest in his stunts.

"We got busy at once. Each man had a different department, and Charley supervised them all. I had the window for mine.

"One man went over the county records and listed all recent marriages. Looked over old newspaper files for announcements of engagements and followed up every available channel of information on recent or future weddings.

All those couples were written personal letters by Charley himself, along the lines his knowledge of them would indicate as best, whether gleaned from personal contact, or Bradstreets. He even made a series of speeches at a woman's club on 'Furnishing the Home,' and made some rattling good talks that got good notices. He circularized all the women's clubs of course, with catchy stuff, and got in right with the ministers who could tip him off as to prospective weddings.

"Our newspaper advertising during that period was full of references to brides and roses, and soforth. The daintiness of our things was featured strong. We had a good ad writer whose stuff would make a young girl believe that she would rather have a nice, dainty kitchen utensil than something in her room. He ran it under catchy headlines such as 'Hardware and Hearts,' pointing out that the practical must not be neglected for the ornamental in the new home, which must serve as a real home and not as a museum for pretty fol de rols. One very good thing he got out was called 'The Bride's Beauty,' and dwelt upon the desiratum of daintiness of personal appearance, and of the home in general, which could only be acquired and retained by means of the proper kitchen utensils.

The Show Window.

"My show window was about eight feet wide by six deep. We decided to make a church interior of it. As I look back upon it, that seems an apt thing to have done. We might have made a good display of kitchen stuff but that is done so often that it is tiresome. We wanted something unique and at the same time, something apropos of the subject in hand, viz., brides—not a steam engine built of hardware, or something of that nature. That would have been clever but it would have lacked the human interest that governs the psychology of sales.

"We first covered the floor with tightly stretched canvas, and then by the aid of wall board and our graining process made the two side-walls and end and roof of the rear interior of a church. We made an arched roof and made it high to lend impressiveness to the picture. At the point where wall met roof, we stretched fishing rods across bending them slightly to give the effect of arched beams. About mid-way of our building we piled up inch-and-a-half tool-steel, one long piece at the bottom, two shorter ones in the next larger, and then three shorter still, so as to give the effect of the steps that approach the dias of a church. We made the latter out of spice and bread boxes, which we laid in between the last of the tool steel and the end of the building. We stretched a dull colored hammock from the foot and centre of the dias down the length of the church and on either side of it built up the pews out of boxes of one size and tacked wall board on the rear of them to serve as backs. The first three rows of pews nearest the dais were then roped off from the rest by means of steel tape and electric drop cord to give the impression of the ribbons used to separate the bridal couple's relatives from the other spectators of a church wedding. We reversed lawn sprinklers for footstools and hung up bathroom fixtures for prayer-book holders.

"At intervals up the aisles we had steel fireplace pedestals set up on either side, and on top of them placed brass candelabra.

"This completed the body of the church, of which we only showed a small part. Our next task was to arrange things on the dais into as near an exact replica of the real thing as we could manage. On the right we made an inset in our wall at the head of the steps. Here we set up a pipe organ. We piled up, one on top of the other, two of the tallest radiators we had in stock. On either side we built up shorter pipes of thin rolls of wire cloth, gradually losing a little in height in each one that we built up until a graduated slope was formed by the difference in height of the pipes. A cut glass punchbowl served as a font. A reading desk was made of boxes of hardware and properly tilted at the top. It was covered by the finest steel chains we had in the store, to serve as a cloth. We hung coarser ones from the front and two sides of it so as to form a screen such as one usually sees in a church. The pulpit was built up of small window screens, and they in turn were covered with chains. The altar was built in the same way, and covered with one of our extemporized steel altar cloths. In the front of the dais we placed brass fire-place fixtures to serve as railings, merely leaving an open space in the centre, opposite our hammock carpet. The choir's seats were easy. It was merely a case of building a few sloping tiers of pews, similar to those in the body of the church. Our greatest difficulty occurred in getting up natural looking windows for the end of the building. We finally hit upon the scheme of mounting several panes of ordinary window glass that had been cut into the proper shape beforehand. Behind these we stretched bright-colored hammocks, and then with white lead and putty we made small squares all over the window. This gave the desired effect of leaded panes of colored glass.

"We were quite free in our use of brass knick-knacks, such as candelabra and other pieces that could fit into the picture.

"Charlie offered a cash prize for the best combination of chimes that any of us could make up from the bells in stock. I finally pulled it down myself by rigging up an assortment that I placed in a box in the rear of the store and connected them up with a wire to the door. Every time the door was opened the chimes began to ding-dong, and pealed out quite naturally and as though from a great distance.

"We gave the whole store an added touch of freshness, so that the place had quite an interesting look. Crowds of people came in just to hear those chimes ring and see what we had done inside. Except for the old shoe that hung over the entrance, we used nothing but hardware in the whole display. That window was a winner, and old Charley most certainly rang the bell on that idea. The idea of making our store and show window and ads. one big bridal show made a hit with the newly weds and the young fellows and older women besides. It went right to their hearts, and we had a banner month in kitchen stuff.

"One young couple asked for a pic-

(Continued on page 53.)

*Manana—A Spanish or Mexican term, meaning to-morrow, and frequently used by them in deferring actions on matters.

TEAR OUT THIS PAGE

THE problem of selecting kitchen utensils and household necessities is one that confronts a large number of brides at this season of the year. There are so many lines carried in a hardware store that many of them are liable to be overlooked or forgotten by the purchaser or by the salesman. A good plan to follow is to have lists ready for easy reference. The customer generally has a list, but as a general rule, it is incomplete, and the customer sometimes becomes irritated by being offered lines for which she has no use. When a list of suggestions is provided, it can be handed to the customer, who can peruse it carefully and leisurely without being disturbed or annoyed by a clerk offering many lines in which the prospect is not interested. In some of the towns and small cities there are firms who send out practical booklets containing lists of household necessities. By watching the newspaper announcements, the firms are enabled to get the names of many newly married couples.

The following list contains some of the lines usually carried in the hardware store, and can be added to if necessary.

Tear this page out and keep it handy for reference. It could be used to guide customers in their selections.

Wire Dish Covers
Vegetable Baskets
Soup Kettles
Potato Pot
Slop Pail
Table Mats
Knife Boards
Knife Polish
Moulding Hooks
Screw Drivers
Tack Hammer
Sweeping Compound
Bath Spray
Bath Room Shelf
Bath Room Mirror
Paring Knife
Bread Knife
Butcher Knife
Cook's Knife
Pot Fork
Sharpening Steel
Cleaver
Cake Cutter
Knives
Forks
Spoons
Rolling Pin
Alarm Clock
Muffin Pans
Kneading Pans
Electric Iron
Toaster
Electric Fan
Vacuum Sweeper
Account File
Sprinkling Can
Canvas Gloves
Carpet Sweeper
Furniture Polish
Dustless Mop
Garden Trowel

Cash Box
Clothes Basket
Clothes Hamper
Clothes Brush
Clothes Hangers
Hammock
Coffee Percolator
Soup Strainer
Tea Strainer
Spice Cabinet
Baking Dishes
Mixing Spoons
Crumb Tray
Dipper
Soup Dish
Dust Pan
Broom
Egg Poacher
Egg Turner
Fruit Press
Ice Shaver
Trays
Scissors
Match Safe
Tea Pot
Coffee Pot
Tea Kettle
Frying Pans
Double Boiler
Preserving Kettle
Saucepans
Roasting Pan
Baking Dish
Colanders
Soup Strainer
Dish Pan
Bread Pans
Pie Plates
Bread Mixer
Cake Mixer
Food Chopper

Mincing Knives
Gas Toaster
Coffee Mill
Funnel
Lemon Squeezer
Flour Sifter
Egg Beater
Corkscrew
Can Opener
Trays
Household Scales
Apple Parer
Spatula
Egg Timer
Asbestos Mats
Cake Pans
Flour Boxes
Bread Boxes
Cake Boxes
Sugar Cans
Coffee Cannisters
Ice Pick
Graters
Mixing Bowl
Cake Turner
Pot Scraper
Meat Saw
Coal Scuttle
Stove Shovel
Garbage Pail
Step Ladder
Step Ladder Chair
Ironing Boards
Clothes Driers
Clothes Bars
Sleeve Boards
Tea Cannisters
Bake Boards
Rolling Pins

Clothes Pins
Potato Masher
Wood Spoons
Wood Bowls
Water Pail
Door Mats
Bread Board
Wash Board
Mangle Wringer
Washing Machine
Clothes Line
Wash Bench
Tubs
Pails
Meat Board
Stove Board
Wash Boiler
Mop
Towel Rack
Radiator Brush
Feather Duster
Stove Brush
Window Brush
Sink Brush
Bannister Brush
Gas Stove
Fireless Cooker
Refrigerator
Ice Cream Freezer
Casserole
Bean Pot
Custard Cups
Broiler
Meat Skewers
Saltshaker
Flour Shaker
Soap Shaker
Steamer
Fibre Pail
Granite Pail

HARDWARE AND METAL

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The Wedding Present Trade

HAVE you ever figured out how many lines of goods you have in stock suitable for selling as wedding gifts, or have you ever featured these lines during the wedding present buying season? If you have been keeping abreast of the times and have watched and followed the methods employed by some of our successful leaders in the hardware field, the chances are that you have in stock at the present time many lines which could be sold to customers wishing to purchase wedding gifts. There was a time when the buying public did not look to the hardware store to supply articles and devices suitable for wedding gifts, but times have changed, and to-day we find that a large volume of wedding present trade is handled by retail hardware men. Goods purchased from the hardwaremen are usually practical as well as ornamental. The average wedding present purchaser wishes to purchase a present which will be useful and feels inclined to visit the hardware store providing, of course, that the hardwareman makes it a point to impress upon the public the fact that he has the goods suitable for the occasion. In this issue you will find many pointers which will assist you in placing your goods before the public. One manager tells him he finds it profitable to push the sale of electrical devices. He not only makes a profit on the sale of the wedding present, but he also looks for future business and does not lose any opportunities which may be grasped. His success in selling wedding present goods should cause other hardwaremen to stimulate their efforts, and endeavor to secure a large share of the wedding present trade.

Canadian Window Dressing

ELSEWHERE in this issue will be found a complete account of the results of a recent window dressing contest together with a full description of the winning window, and the views of the winning firm on the subject.

This contest was open to the hardware dealers of Canada and the United States and the winning of first place by a Canadian firm is but another proof of the efficient methods that have now become the order of the day among Canadian hardware merchants. The window dressing methods of our hardware dealers have improved to such a great extent in recent years that that body as a whole may be safely said to equal any other similar national body, and to be surpassed by none.

No one other than those actually engaged in the long struggle for the raising of standards and ideas in this line can fully realize the magnitude of the result attained by those Canadian men and firms that are now setting new standards in window dressing to other countries.

If one but scans the recent lists of such contests, the number of winners hailing from this country is found to be truly surprising. It is to be hoped that in the flush of victory we will not forget that "Eternal vigilance is the price of Liberty," and so be tempted to rest on our oars, content with past laurels. It is indeed a matter of mutual congratulation that our firms have seen their best efforts so rewarded and we most sincerely trust that they will be as well repaid in the future as in the past.

Half-Holiday Sales

THE one reason why many hardwaremen hold back from observing the weekly half-holiday is for fear that their business total will suffer. It is a question whether any loss would be felt, the result depending entirely on local conditions. In any case, it is possible to retrieve, or rather, prevent this loss, by the application of brisk methods. Some merchants hold half-holiday sales and thereby manage to do as much business on the morning of the half-holiday as they ordinarily would have done during the whole day. The sale idea is carried out by selecting a number of particularly seasonable lines and advertising them as specials for the morning of the half-holiday. Window displays, put in the day previous, help materially to arouse public interest in the event. It is generally necessary to offer some special inducements to bring the people down to the store in the morning, and this is generally accomplished by a slight shading of prices.

It is a broad question whether such sales are advisable in the long run, and one which cannot be entered into here. There can be no doubt, however, that the idea solves the difficulty of the merchant who is anxious to fall in line with the half-holiday movement, but is held back by the fear of losing business. In the next issue Hardware and Metal will publish a list of towns and cities with days on which half-holidays are observed.

The Business Situation

REPORTS from retail merchants in various parts of Canada indicate that business has been brisk during the past week. The improvement can be attributed in part to the improvement in weather conditions and the consequent demand for spring and summer goods. It is generally believed that the month of May has been fairly satisfactory, as far as hardware firms are concerned. Paint manufacturers report that business with the retailers is brisk. The metal markets are still very quiet and continued weakness is shown. Orders are of a hand-to-mouth variety.

Stove manufacturers are finding a ready sale for summer stoves and equipment. Booking for fall delivery is fair. Some retailers have carried over a large number of stoves from last year. There is a general feeling prevailing that as far as the hardware trade is concerned business is fairly good—although possibly not as excellent as we might hope for. No doubt conditions will continue to show steady improvement. Business was admittedly backward in some lines of spring goods on account of the backward weather. In the Eastern provinces the weather not only had a bad effect upon farm and fishing interests, but upon trade generally.

Despite the fact that money continues tight, business in the various trades seems to be on the gradual up-turn. Commercial houses report collections as fair and paper is being met as well as the same period last year. A noticeable feature of business is that the country districts are purchasing in greater quantities than for some time previous. Real estate and building remain about the same.

The Metal Roofing Situation

IN LAST weeks' issue a letter appeared from a retail hardware merchant in which he complained about manufacturers of metal roofings going over the heads of retail hardwaremen and selling to carpenters and contractors, thus affording no protection for the retail hardware merchant. Hardware and Metal has made inquiries and finds that there is a great deal of truth in the statement that a large amount of the metal roofing business passes through the hands of local contractors and builders, who represent makers of metal roofings. This condition of affairs—a very unfortunate one—has been brought about, so the manufacturers say, by the apathy of the retail hardware merchant. For many years manufcturers protected the retailer—in many cases still do so. But it has been found that a large number of the retail hardware merchants were inclined to overlook the possibilities for sales in the metal roofing line.

Too many merchants were under the impression that they could handle the metal roofing business from the store without going out after it. The manufacturers found that hardware merchants were not taking advantage of the opportunities which were being presented with the development of the metal roofing industry, and in order to protect themselves and to secure the marketing which they thought their product deserved, they were forced to appoint agents who would go after the business. Many of the agents selected were men in the contracting business, and who kept closely in touch with the farmers —who, by the way, are large purchasers of metal roofing, etc.

A large percentage of the orders for metal roofs is placed during the period from January to April 30. This being a rather slack season for the retail hardwareman, is a period when he should get out after the metal roofing business. Manufacturers claim that many hardwaremen have not canvassed for business, and have not secured it.

There are, of course, many retail hardware firms who do a large volume of business in metal roofing. These firms are protected by the manufacturer for whose line they hold the agency. Some of these retail firms have held agencies for many years and seldom offer complaints. It is unfortunate that the metal roofing business is not handled by the retail hardwaremen, but it appears as though the situation is one that has been caused by some hardware dealers not taking advantage of their opportunities.

Another point which should be borne in mind is the carelessness exhibited by some retailers in answering correspondence or in acknowledging the receipt of specifications which have been prepared at considerable time and expense by manufacturers. One manufacturer complained bitterly about the apparent lack of interest shown by some retail hardware merchants. He stated that every day his firm is asked to figure on specifications. This is done willingly, but at considerable expense. The specifications are returned to the retailer and no more is heard of them—not even a card acknowledging receipt of same. This apparent lack of interest does not encourage the manufacturer. Manufacturers of metal roofing state that some of their best and biggest customers are retail hardwaremen, and for these merchants ample protection is provided. On the other hand, where retail merchants will not get out after the business the manufacturer has found it necessary to secure agents who will.

The manufacturer must find an outlet for his products but he should endeavor to do all he can to protect the interest of the hardware merchant who is willing to push the sale of metal roofings and shows that he is working his district systematically.

It seems unfortunate that the hardware merchant who is willing to go after this class of business and who endeavors to do justice to the manufacturer should have to suffer for the negligence of others.

Editorial Briefs

WHAT ARE YOU doing to secure the wedding present trade?

* * *

THE WISE MERCHANT multiplies his knowledge ad infinitum—both for himself and his employees.

A WORD TO the wise is sufficient. In selling poison products obey the law to the letter.

* * *

ELECTRICAL DEVICES should occupy a prominent position in your display spaces during the next month.

Canadian Hardware Firm Wins $100 Prize

Mills Hardware Co., Hamilton, Wins First Prize in Starrett Show Window Contest Open to Canada and United States—Description of the Winning Window.

By Nelson Mills, Vice-President and Manager, Mills Hardware Co.

SINCE we have been so fortunate as to have won the first prize in the L. S. Starrett Co.'s show window contest, it is with considerable pleasure that I give the description of the winning window and a resume of our display methods in general, for the benefit of those interested in what constitutes such an important point of a modern hardware merchant's selling campaign.

The particular plan of this display had never been used by use before, nor, for that matter, has it since, as we make it an invariable rule to be as original as possible in each new display and are continually seeking new ideas to try out in our windows, rather than to stick to one that may have been successful in some previous display. It does not necessarily follow that a catchy and unique plan for a paint display can be equally well adapted to a tool display, or vice versa, to say nothing of the danger of such a general design becoming too familiar to the potential customer we seek to attract, so much so that it may leave him indifferent instead of arousing his attention and curiosity by the very newness of it.

That familiarity breeds contempt is equally true of show windows as of other things. This fact is well exemplified in the results of our experience of checking up results on displays. Although we find that a bright snappy window brimming over with selling arguments, invariably increases our sales through the force of its silent argument: we also find that after a week it is dead, flat, arouses little curiosity, and occupies the same position to our "store plant," that an idle machine does to the factory that gives it floor space. In consequence, we never allow a window to remain in for more than a week and quite frequently are content with less.

Another practice of ours in order to get away from any monotony of windows is to offer great variety in the articles displayed in consecutive weeks. For instance if we show machinists' tools this week, we would not consider showing carpenters' tools next week, for the simple reason that although the window would be different, the line would be much the same and would not attract the passer-by, because a big percentage of the same crowd passes by on the same street, each and every day. It stands to reason that if the passers-by have seen a machinists' tool window for a week, that they would be more interested in a display of silver for instance, or paint or any one of a variety or articles rather than another tool display.

We are of course bound to show seasonal goods at opportune times, and when we find that the conditions of the weather or some peculiarly local condition makes it necessary for us to change this plan: we usually make a "quick change" by making a display of some



Canadian display which took the $100 *first prize in the Starrett window display contest. The display was arranged by A. R. Munro, assistant manager of the Barton St. store of the Mills Hardware Co., Hamilton, Ont. The contest was open to Canadian and American firms and Mr. Munro is to be congratulated on bringing the first prize to Canada.*



Window display arranged by Clarence J. Gaynor for the Aikenhead Hardware Co., Toronto, and entered in the Starrett contest. The display was considered of especial merit. The window is 14½ ft. long by 7½ ft. deep. The floor of the front part is draped in red felt. The background at the top is decorated with Starrett's trade-mark window trim, and pennants are suspended from the ceiling. Note the lathe which was in motion, driven by 1-3 h.p. electric motor which is concealed. One end of the window is decorated with hack saw blades up to 24 inch. The other end of the window is dressed with firm joint calipers. The window is brilliantly lighted by 12 powerful electric lamps which are turned off each night at 11.30 by an automatic time switch.



Window display which received honorable mention in the Starrett contest. The display was arranged by Chas. Byford for the Bond Hardware Co., Guelph, Ont. By examining this display it can be seen that the window trimmer exhibited exceptional care in arranging the display.

bulky article that can be used in such an emergency for a short period of one or two days at the end of which time we would change again to a more seasonable display.

For instance, after making a display of carpenters' tools and contemplating one of garden tools, we might run in a "quick change" of refrigerators, washing machines, etc., between the two. This versatility of display can be carried to extremes very advantageously. For instance, a window full of hammers may be ever so unique in arrangement, and may give the merchant a certain amount of advertising and indirect benefit generally but it is only his hammer sales that will soar, whereas the same result in that one article could be obtained besides the increased sale of a multitude of others by simply making the hammer one of a large variety of tools in the display. The importance of this fact cannot be enlarged upon too much.

We also, of course, put legible price marks on every variety of article in the window. The importance of this custom is too well known for it to be necessary for me to dwell upon it at this time.

It might be well for me to further mention that the Mills hardware stores try to exhibit originality of idea and execution; something that spells distinctiveness and individuality and seems to command "Stop! Look! and Listen!" Once the individual's attention is so attracted the idea will walk right into his mind and if he be a potential customer, you have made a sale. If the window is an artistic one, it will attract and if it is the one; it is also the other, viz., a selling window. One follows the other as night does the day.

We usually make our changes on a Wednesday and follow up with a sharp advertising campaign in two papers on Thursday and Friday, drawing attention to the articles displayed in a way that will appeal to local needs and conditions. In other words we believe in going into the particulars that will appeal to the peculiar needs of our customers, rather than in generalization that simply makes broad and sweeping statements for this article or that.

These ideas, followed out consistently, will, I firmly believe, increase the sales to an unbelievable extent; at least I can truthfully say that such has been our experience and gladly offer it here for what it is worth to others.

The Starrett tool window that has been the occasion of this article was a very successful sales agent and a general description of it might not be amiss in connection with the accompanying photograph.

The window in question is seven feet wide by six feet deep. The general idea was to catch the eye by the prominence of the background, whilst the floor space was used for the more particular details of the display itself.

The wall of the background was composed of a wooden framework panelled with wall board and covered with black cloth, edged with white cotton rope.

The centre panels were an inset of four inches in thickness, and consisted of pleated cheese cloth.

The pedestals were of wood, and were covered with canton flannel to offset the black cloth that covered the floor. Actual tools were placed in the centre of the Starrett signs on the wall, the centre having been cut out for that purpose. The lower placards are the stock Starrett signs, but the lower were specially got up by the Mills Hardware Co. for the occasion.

The floor front was given over largely to inside calipers and miscellaneous tools. The lower front of the main pedestal was covered with micrometers and calipers, mostly of the outside variety. Combination sets, centre heads and miscellaneous filled the first shelf of the pedestal, and this arrangement was varied up above by the addition of squares.

The left hand pedestal was covered with a miscellaneous arrangement of tools on top, while nail sets and centre punches were added below.

The right hand pedestal had rules, calipers, and squares near the top, inside micrometers in the middle, and both varieties of calipers near the base.

Each tool was a Starrett and had the price marked on it in plain figues.

A. R. Munro, assistant manager of our Barton Street store, dressed the window, and we are naturally proud of his efficient work.

THE STARRETT CONTEST.

The show window contest conducted by the L. S. Starrett Co., Athol, Mass., proved to be a most interesting sales plan. In planning the contest the Starrett Co. arranged for four money prizes, $100, $75, $50 and $25 respectively. Advertisements for the hardware papers were prepared and circulars were sent out announcing the contest. Free window display outfits were offered to dealers who desired to use them in trimming their windows. A complete set of rules was gotten up by which contestants were to be guided. A jury of awards consisting of competent men was selected so that every dealer might feel absolutely certain of an equitable decision.

The rules were as follows:

No. 1. The window must be originated and dressed by a member of the firm, by an employee, or by the regular window dresser.

No. 2. The window must contain as its basis mechanics' fine tools taken from stock, and may have any shop scenes or typical uses of mechanics' tools or hack saws to add human interest. The size of the display is not the deciding factor.

No. 3. No firm shall receive any help whatever from our representatives in the planning or execution of the display.

No. 4. The display is to remain in the show window not less than one week.

No. 5. Every contestant must procure a photograph, at least 5 x 7 inches, of his window at his own expense and mail a print to us. This is to remain our property, whether or not the window is a winner. The negative is to be sent to us if we ask for it. The photograph must show the display as it is for the entire week. If a man forms a part of the display, the number of hours he is on duty must be stated.

As it was impossible for the judges to travel all over the country to select the best window, it was decided to have the judging done from photographs, which each contestant was to furnish. Over 700 requests for window display material were sent in to the L. S. Starrett Co. from all over Canada and the United States, and from several foreign dealers. Photographs began to arrive soon after the contest was inaugurated, but of course the big flood came just prior to the closing date. The judges got together and discussed the merits of the various photographs, making their decision on the basis of the probable power of the window to sell goods. After the judges had made their decisions they were announced by the chairman, Mr. Soule.

The first prize was won by the Mills Hardware Co., Hamilton, the other three money prizes being won by American firms.

The Bond Hardware Co., Guelph, Ont., secured honorable mention and will receive a photographic enlargement of their display.

The first four prizes, as already stated, were money prizes; the next eleven were photographic enlargement of the respective windows of the contestants, while all those who did not receive prizes will receive from the L. S. Starrett Co. a copy of the book, "How to Sell Hardware," by Roy F. Soule, as a consilation prize.

Canadian exhibits considered of especial merit were those of Martin Finlayson & Mather, Ltd., Vancouver; Beauvars Bros., Montreal; J. H. Ashdown Hdwe Co., Ltd., Calgary, and Aikenhead Hardware Co., Toronto.

Wedding Gift Windows that Bring Big Results

Winnipeg Window Trimmer, Who Has Charge of Battery of Thirteen Windows, Tells How He Arranges Cutlery and Gift Displays—Two Excellent Displays.

By C. H. Smith, with J. H. Ashdown Co., Winnipeg, Man.

WINDOW trimming is fast becoming one of the most important features in the business of all successful retail merchants, and is now recognized as one of the most valuable mediums of advertising possible for the retailer. .

That window displays are considered important is fully demonstrated by the fact that so many of our leading manufacturers are continually holding big window display contests, offering large cash prizes for the best displays of their respective lines of goods. The greatest window display contest that window trimmers have ever had an opportunity of participating in, is soon to be held, with $15,000 offered in prizes, $2,000 for the best window display.

Just think of it, and yet some merchants use their display windows more as a storeroom than for window displays.

Now any merchant who is the least bit dubious as to the value of window displays will surely begin to realize that there must be some value in windows, when an organization of manufacturers is willing to spend $15,000 on good displays.

There has been big improvement in the quality of hardware window displays in the last few years, and no doubt the large number of contests held by the trade journals and manufacturers has been responsible for much of this advancement. That merchants are realizing the value of good windows, is particularly noticeable in the West, where many stores employ regular window trimmers.

Has Thirteen Windows.

The writer has a battery of thirteen windows to keep working, and in order to get the best results, changes all windows once a week, and in some cases uses special windows which are left in for one or two days. The displays are all planned one week ahead, so that when the time comes to put in the display everything is ready and no time is lost.

In order to make the windows more effective the advertising is planned with them and this is found to be beneficial to the windows and to the advertising, as they are both working together.

Every hardware store has a great many different lines of goods which make excellent displays, and which sell more readily when shown. No trouble should be experienced by window trimmers in making numerous changes of display.

Cutlery makes one of the most effective displays possible and can be used in so many different ways, beautiful window displays can be made with cases of cutlery and carvers and it is always seasonable.

The window of cutlery shown was a very effective display, being a large one and showing a very complete assortment with a price card on every article. The colors used were pink and red, and the flowers were Easter lilies, violets, and large white snowballs.

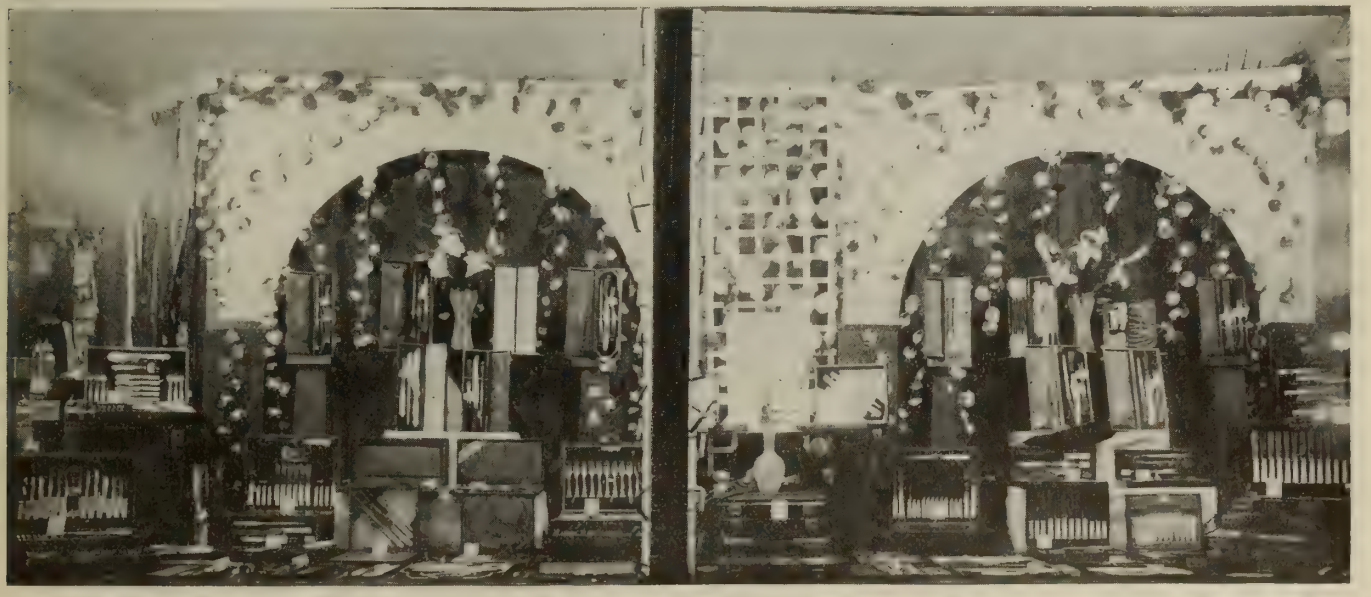
Planning the Display.

When making a display of this kind the first thing to be considered is the background and in every window the background plays a very important part.

The arches on the back were cut from sheets of beaver board and then painted a delicate shade of pink with flat paint. On each panel around the arch were ten frosted electric lights which gave a very pretty effect.

The entire back was covered with red sateen and then the arches were placed about one foot from the back with lattice work between them. In each arch was built a stand of shelves and covered with pink sateen.

(Continued on page 60.)



The above excellent display of cutlery was arranged by C. H. Smith for the J. H. Ashdown Hardware Co., Winnipeg. The arches in the background were cut from sheets of beaver board and painted a delicate pink with a flat wall paint. On each panel around the arch were ten frosted electric globes. The flowers used were Easter lilies, violets and large white snow-balls. The bottom of the window was covered with red sateen, and red velvet was used to drape over the stands and across the bottom.

Going After the Wedding Present Trade

Leads to Follow Up in Order to Get the Custom of Those Who Are Starting New Households as Well as That of Their Friends.

By G. Eustace

NOW that the time of brides and wedding showers is upon us again, it behooves all good hardware men to prepare for the riot of love the young people's thoughts turn so lightly to at this season.

Love and hardware. Well, there have been stranger teams.

So many things suggest themselves in this connection that one might go on indefinitely enlarging upon the selling ideas that may be applied to the June bridal trade.

This is your opportunity, Mr. Hardware Dealer, to gain friends and customers for the lean years ahead. In short, to lay something by in the way of good-will for the proverbial rainy day, by securing the trade of these new households that are springing up all about you—like mushrooms over-night. Let us all work together to make this a brides' week. If enough men in enough towns think and talk and act "brides' month," "brides' month," it will be in response to those strange physological laws that we see working on every side of us without fully understanding them. If this work is approached in the proper spirit and in unison, a great deal of trade that in the natural course of events would flow in other channels can be diverted into hardware, the "father of waters" in the streams of trade. Remember that some of the largest families that are your most profitable customers to-day once consisted of a young couple confronting the world hand-in-hand, confronted with the problem of fitting their future home up in the most practical and economical manner, consistent with good taste and efficiency.

Reverse this idea and you awake to the fact that the young bride and groom to-day are making a new home in your town, one that in the natural order of events will last for years. Fortunate is the merchant who seizes this moment to go to their assistance and win an enduring place in their hearts by helping them furnish their nest, that dear place that will hold for them in the years to come, recollections of such a tender nature that anyone who had a hand in the making of it will forever be their friend.

It is quite reasonable to suppose that your young couple are inexperienced in purchasing anything much other than clothes,, and, as for fitting up their home, they have as yet nothing but ideas. This fact is full of possibilities.

Honest sales service on your part is, of course, the basis of the whole relationship that you seek to establish. It is your foundation for their superstructure of gratitude and good-will to one who really helped them. Give them their money's worth. Do not take advantage of their tempting inexperience, but rather let it arouse your sense of honor to do as you would be done by and give them the benefit of your broader experience in home building.

Naturally your interest centres in hardware. But there is every inducement in the world for you to enlarge your sphere of action in this case and help them in other departments other than those that directly concern you. This may take some of your time that you can ill afford to lose. It will not be lost, as time will prove.

One department of a house is as much dependent upon another as are those of factories. They are so co-related that they must literally dovetail to satisfy the modern insistence for efficiency. Hence, however good the kitchen plant that you sell them, they will not realize the same if it does not fit into the general scheme of their house, and may even blame it and you for the fault of another department.

Here is the opportunity for the pro-



The above display of cut glass and silverware arranged by C. H. Smith shows how this line of goods can be attractively displayed in a manner that will draw attention. The background is much the same as that shown in the cutlery window. The arches were cut from sheets of beaver board and painted. It will be noted that a neat price card accompanies each article. The bottom of the window was covered with red sateen and red velvet was used to drape over the stands and across the bottom.

gressive dealer to be of real service. Instead of selling the young couple whatever they ask for, even though you know that they will be dissatisfied with it, why not suggest that you may be able to advise them to advantage. Ask to see the kitchen that they will use, the variety of fuel that they will burn, and a score of things will present themselves for your consideration.

For such a house and for so small a family this size of dish pans is too large—that grade of china out of keeping with the furniture. In short, is there any reason why interior decoration cannot be applied to hardware as well as to furniture and fabrics?

Many brides of limited means are apt to furnish the parlor to the detriment of the kitchen.

Then let your plea be to such: "If you must sacrifice something, do not let it be the most important part of your factory—the kitchen. Make it invulnerable; make it such that your family is always well fed. To feed well you must have the proper utensils. Here they are," and then the logical explanation.

The beauty of this idea is that your first sales, however heavy they are, will be but a drop in the bucket of your total with these new customers. They will be heavy buyers for a year or two, replacing things and making purchases of other articles as the need for them arises.

Then, after they are well settled in their new home, there is always their future normal trade to be reckoned with as a valuable asset in your stock of good-will. From the nature of things they are usually a good paying class of customers.

These facts make this class of trade particularly valuable, and the peculiar nature of the occasion makes it possible for those interested to exercise great ingenuity in placing their wares before their customers.

Small and compact sets of china, cutlery and kitchen utensils could be made up to go with a suitable stove, and offered at reasonable prices as bridal sets. They could be made very complete and embrace all the necessary articles of hardware. In a region of cheap electric power, electric devices and extras could be pushed to advantage in this way, and in a gas region a gas stove. Anything that offers unusual advantages of efficiency and bears the stamp of modernity is bound to appeal to the young.

Window displays could be made of model kitchens, changing them every day or two so as to offer a pleasing variety. The perplexed young thing who is so busy getting ready her trousseau and attending to the details of the wedding, would literally fall on the neck of anyone who would relieve her of problems of so mundane a variety as pots and pans.

Give the store a gala appearance throughout. Run snappy ads, pointing out the distinctive features of your goods, and your plan of co-operation in kitchen furnishing. Appeal to their pride in having the smart, the correct thing. Make a strong bid for the friends who are giving showers. Ask them to send a representative to see you first. They will come. The one terror of those who give to brides is that they are merely duplicating the gift of another. Inform them that you will post each purchaser on other's gift in order to avoid duplication.

A great deal can be made of a display showing a model table set for two. This would enable one to show a catchy line of cutlery, china, electric fixtures, etc.

In talking to the young people, quote your own womenfolk as to their success with this or that and the other. It helps to do away with the embarrassment they sometimes feel in making their first purchases.

Write a personal letter to each of the woman's clubs in your town, telling them that you make a specialty of kitchen showers, and you will be surprised at the results. This is a woman's game, and it pays to keep in touch with them.

In circularizing, it is well to give your letters as personal a touch as possible. People are too apt to toss aside the ordinary circular without paying it the courtesy of a glance.

"All the world loves a lover." That phrase can be made to pay cash dividends.

If all the world loves a lover, why not lover's things? Ergo, why not the lover's things you offer so attractively by window, ad. and letter?

Do it now!

THE COUNTRY STORE AND HOW IT STRIKES A STRANGER.

The writer of this article is the wife of a farmer in the West who buys all her goods from the stores in the nearest town, not believing in mail order purchases. Her impressions of the country store will, therefore, be of interest.

Does the country storekeeper ever think, how the appearance of his store strikes a stranger? In most cases he is more interested with the inside of the store and lets the windows take care of themselves; but in these days of keen competition it behooves the storekeeper to use every means to make his store attractive to the casual passerby as well as to his old customers. If you give a child his choice of a candy out of a bit of newspaper in one hand or out of a pretty fancy box in the other, which will he take? Not hard to say. He will take it out of the pretty box —and grown up folks are much like children in many ways. They will buy their goods in the attractive shop, Therefore get the windows brightened up, probably there is some youngster aching to earn a few cents on Saturday morning by making that window shine. And what about having a special display on Saturdays for boys with base balls and bats, etc., and next time something for the girls, pretty ribbons, perfumes or candies? A small ad. in the window the day before will bring them wondering.

Housewives, young men, as well as old men and youngsters can all be catered to by just showing a few things in the windows which often are crowded out of sight inside the store.

To keep up-to-date and let nothing linger on the shelves too long to get dusty and spotted is good business, and also an occasional bargain sale and clear out old stock and give the bargain hunters a chance. All such aids help. The country store is a friendly, happy institution and worth every effort to make it a success and a paying concern.

—A CASUAL OBSERVER.

REMINISCENCES OF JUNE.

(Continued from page 44.)

ture of the window, and that gave us the idea of offering one as a premium with our sales that month, and it really proved a splendid drawing card, for that window most certainly did attract and hold attention.

"I suppose that you young fellows will be applying the same idea to airships and hydroplanes soon. Make the young people think that such articles are a necessary adjunct to their happiness, eh? We old fellows must make woy for you, as others did for us.

" 'There's nothing new under the sun,' Charley often used to say.

" 'Oh, well, it's all in a lifetime,' and the old hardware man sighed."

Building Up a Neglected Paint Trade

Merchant in a Small Town Sold 800 Gallons of Paint Last Year in a Store in Which for Many Years the Paint Department Had Been Neglected—Various Methods Employed.

By a Northern Ontario Dealer.

WE sold last year 800 gallons of ready-mixed paint. This quantity included inside and outside ready-mixed paint, floor paints, wall paints, barn and fence paints, shingle stains, etc. We also sold a very large quantity of sundries, including varnish stains, enamels, buggy paints, aluminum, pipe enamel, floor wax, etc.

To some merchants the quantity will not seem very large, but when you consider the size of the town in which I am located, and the small amount of paint used previous to my arrival here about four years ago, I consider that I have done remarkably well. When I commenced business here I took over a store which had been established for eight or ten years. The former proprietor had done a fair volume of business but he was not aggressive. He did not exert himself to any extent in getting out after business, and as his opposition (consisting of two other firms) did not advertise in the newspapers he did not think it necessary either. When I took over the business in January, 1910, I decided that I would go hard after spring business. After making investigations I found that the former proprietor's spring trade was composed largely of heavy hardware, screen doors, etc., but he had apparently fallen down badly in his paint department. His total purchases for the preceding year did not run up to a very large amount. He had the agency for a well-known and widely advertised brand of paint, but apparently he did not co-operate to any great extent with the manufacturer. In an upper store-room I found a large stack of road signs, posters, display stands, banners, etc., and judging by appearances some of the matter had lain there for several years. Some of the advertising matter was too badly soiled to be of much use so it was discarded. The remainder, which presented a good appearance was taken downstairs and held in readiness to distribute at the commencement of the spring campaign.

I realized that paint — and a large quantity of it—was needed in the vicinity, so I began in January to lay my plans for securing a large volume of paint business. To begin with I wrote the paint firm I represented to see if their traveler could not prolong his next trip long enough to thoroughly explain the nature and uses of the various products to myself and my clerks. The manufacturer readily consented to the plan and about the end of January the traveler arrived. He certainly told us a good many things about paint. We even opened cans of the various products and had them demonstrated on various kinds of wood—some of these wood panels are still in use as samples. When the traveler completed his task we were full of paint knowledge and enthusiasm. We got busy at once and placed the spring order, at the same time asking for a liberal supply of advertising matter.

The paint and advertising matter arrived about March 15 and after opening, checking and marking we were ready for the campaign.

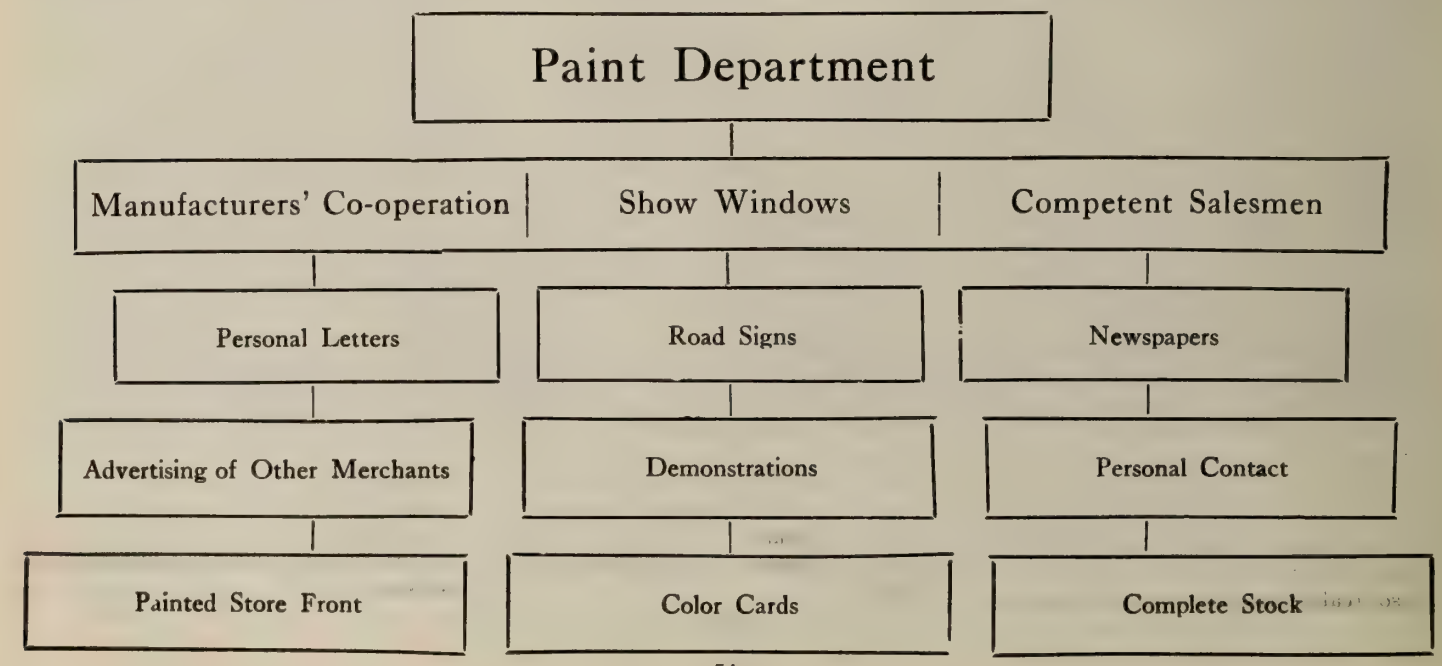
We sent our delivery man and one clerk to the country with a load of fence signs, posters, etc., and these were distributed judiciously within a radius of ten miles of the store.

Our next move was to supply the manufacturer with a list of prospects. The first list consisted of about fifty names but they had been selected with care and were live prospects. To these prospects, letters and suggestions were mailed.

We contracted for space in our weekly paper and ran one paint and one hardware ad. in each issue.

We always endeavored to run bright snappy ads., and after four years' experience with newspaper advertising we believe it can be made a splendid aid in creating sales for the retailer.

Our show windows—which in the past had been neglected—were then given attention. We secured the services of a local painter and had the store front painted a deep carmine. The interior woodwork, etc., of the windows we had finished in dark oak. You never saw such a difference in the appearance of a store front in your life.



After doing a little painting ourselves and running a couple of neat window trims, which by the way had been supplied by the manufacturers, our efforts began to tell. Paint sales began to grow and we could see that we were on the right track. We did not rest on our oars but kept right on plugging and are still doing so. We frequently give demonstrations in the store on Saturday, and show how easy it is to apply the products we have the agency for. The show and sample cards supplied by the manufacturers are very useful and attractive, and when they are not being used in the show window we have them displayed in the store. We always try to keep our stock up in order to be able at all times to fill orders on short notice.

We keep closely in touch with the local builders and secure a great deal of trade from them. We still have a number of customers who stick to the lead and oil process, one man in particular buys a great deal of lead, oil, dry colors, etc., but we also sell him a considerable amount of flat wall paint. In time we hope to get them all using the ready-mixed product.

During the first year we did a very nice trade in paint, but since that time our sales of paint have increased steadily and we hope this year to break the record by a good margin. Personal contact helps in pushing the sale of paint. My clerks very often get valuable information regarding householders who intend using paint. We follow up every clue.

Now if you look back at what we have accomplished you will see that our expenditures were not large. We had to pay for our newspaper space and for having the store front painted—I believe it should be painted every year.

The manufacturer has been very fair with us and I believe that all reputable paint manufacturers will do the right thing by the retailer if the latter will only display a willingness to co-operate.

I suppose you will say, "that is all very well, but where does the two opposition stores come in. Did they go out of business?" No, they did not! They are still here and as far as I know are doing fairly well. As soon as I began to advertise and push paints, they fell in line and did the same thing. They also took space in the local paper. They paid more attention to their window displays and the result is that they also increased their sales of paint. I know that they will secure a good share of business and they are entitled to it, but it is nice to see them spending some money in advertising. I realize that my advertising and aggressiveness has helped them to make more sales but I also realize that their advertising and aggressiveness also helps me. When every merchant is talking paint you can get the whole countryside stirred up and everybody will benefit—especially the hardwareman.

If a merchant grasps each opportunity —and I know of no line offering more opportunities than the paint line. I do not see how he can help but make a success of his paint department.

It may be alright for some to sit back in their easy chair and wait for trade to come as a result of the labor of others but I believe in getting out and doing a little hustling on my own account and maybe I will be able to sit back in my easy chair a little later on in life.

"Mailorderitis"

By J. R. Vallillee, Buckingham, Que.

You have heard of Tetanus, La Grippe, and Pneumonia,
Diphtheria, Typhoid, the Mumps, and Insomnia,
But there's one dread complaint that is "Getting" the retailer,
Just as the sea "gets" the fresh water sailor,
It's a way they have found the better to fight us,
This brand new disease called "Mailorderitis."
Th' unfortunate merchant who falls for this culture,
And suffers the "Cheap-for-cash" catalogue vulture
To seize in its talons the trade of his section,
Is sure to rank low in the business election.
The farmer lolls back in his big Morris chair,
And the smoke from his Mail Order pipe fills the air,
And he signs a new note with his Mail Order pen
For his poor Retail victim to discount again.
Next he makes out an order to E——s, He sends
For clothing, machinery, for small odds and ends,
A dress for the "Missus," a suit for the son,
And as for himself, he has picked out a gun,
A twelve gauge, black powder; the picture looks fine,
And it shows the full outfit for four-fifty-nine.
It may be the gun has a sleigh shoe steel frame,
But the catalogue makes it look good just the same.
The Retailer, back of his counter, may think
That the trade of the country has "gone on the blink."
But it never occurs to his mind for a minute
That catalogue firms get the "Scads" that are in it.
Hard Cash is the reason for mail order success,
Hard Cash is the high road to selling for less,
Long credits, dead stock, and the lack of a smile
Have added a good many scalps to the pile.
The day of the old-fashioned ledger is o'er,
The slogan "Please Charge It" is current no more,
Retailers, who try to keep up with the crowd,
Get the coin for the goods, and "No Credit Allowed"
Is writ in large letters in every clerk's mind,
And their stores are advancing, not going behind,
The old country merchant, the good-natured chap
Who made "mailorderitis," is backed off the map;
By some sylvan stream, 'neath the staid chestnut's shade
His grave has been dug with a Mail Order spade.

NOT IN CANADA.

Under the heading, "Beads All She Wore, Then She Danced For Missouri State Hardware Convention," an American newspaper prints the following:

St. Louis, May 20.—Oscar Dane, son of the late Rabbi Messing, was made the "goat" to-day by the police when they summoned him because, as the theatrical booking agent, he had supplied the dancer who appeared in a single strand of small beads at a cabaret show given in the American Hotel annex for the State Hardware Men's Convention.

Dane—that's his stage name—told the prosecuting attorney he thought the girl wore something more than beads, but he was not sure.

Current News of the Hardware Trade

New Firms.

Montreal, Que.—The Steel Importing Co. of Canada has registered.

Business Changes.

Shellmouth, Man.—It is reported that the Henry Adams hardware company has discontinued.

New Business.

Chatham, Ont.—Messrs. Back & Boa have opened a plumbing and heating shop at 48 Fifth Street.

Obituary.

Kingston, Ont.—The death occurred recently of Wm. Hamilton, of Hamilton Bros., tinsmiths and plumbers.

Tompkins, Sask.—The death occurred recently of Joseph Bradley, hardware merchant.

The death occurred recently at Toronto of Arthur C. Morris, secretary-treasurer of the Ontario Wind Engine and Pump Company, who had been ill for some little time with Brights disease.

New Cement Firm.

St. Mary's, Ont.—A new company to be known as St. Mary's Cement, Ltd., has been incorporated, with a capital of $1,500,000. The head office of the company will be at Toronto, the provisional directors being Alexander Fasken, Geo. H. Sedgewick, James Aitcheson, John W. Pickup, A. Struthers, Thomas O. Cox and Peter R. Ritchie, all of Toronto. It is understood that a number of St. Mary's citizens are interested.

New Warehouse For Toronto.

Brandram-Henderson, Ltd., have purchased a big block of land on Dundas Street, Toronto, just west of the Dundas Street railway bridge, and will erect thereon a mammoth new warehouse for handling their business in that territory. It is probable ground will be broken August or September 1, and the warehouse will be ready for service for the first of the year. With railway facilities at the back of the new building the company expect to be in a better position than ever before to handle their business in this district.

Ontario Incorporations.

J. W. Burgess, Ltd., Bala, capitalized at $40,000; head office, Bala, Ont.

Monarch Refillable Fuse Co., capitalized at $40,000; head office, Hamilton, Ont.

Ideal Plumbing and Heating Co., capitalized at $10,000; head office, Sault Ste. Marie, Ont.

Moore Hardware Co., St. Catharines, capitalized at $50,000. Incorporators, A. W. Moore, J. B. Archer, C. D. Home, B. N. Moore, M. E. Scott, all of St. Catharines.

The Vanstone-Reade Mfg. Co., Ltd., capitalized at $40,000, head office, Oshawa, Ont.: to manufacture hinges, butts, hasps, malleables, door hangers, sash blocks, lifts, door bolts, and shelf hardware. Incorporators, J. R. Reade, L. V. Vanstone, F. J. Bailes; L. M. Brooks, John Stacey.

Personals.

Joseph Henderson, of Brandram-Henderson, Ltd., Montreal, is on a trip to Europe.

Mr. Labelle, of C. Labelle & Co., Three Rivers, Que., was in Montreal this week on a buying trip.

C. H. Downes has joined the traveling staff of Brandram-Henderson, Ltd., and is working the city of Toronto.

Jas. M. Moore, formerly of Harriston, has joined the staff of the J. & T. M. Piper hardware firm at Fort William.

H. B. Byers, manager of the retail store of J. H. Ashdown Hardware Co., Winnipeg, is seriously ill. He became indisposed a month ago, returned to his duties, but was compelled to give up again.

Joseph Lariviere, proprietor of the hardware store at 1073 Notre Dame Street West, Montreal, is receiving congratulations on his marriage, which took place last month to Miss Lariviere, of Woonsocket, R.I.

K. D. Rose, who has represented the Carborundum Company, of Niagara Falls, N.Y., in this territory for a number of years has been transferred to the Central West territory and will hereafter be located at St. Louis. F. P. Hall, who has been connected with Rice Lewis & Son, Ltd., Toronto, will succeed Mr. Rose.

W. N. McNeil, representing Wm. Vogel & Bros., Brooklyn; J. H. Cameron, of Winchester Repeating Arms Co; Jas. Hossick, of Lufkin Rule Co., Windsor; Mr. Dunham, of Bonney Vise and Tool Works, Allentown, Pa.; W. E. McCray, of Bullock Manufacturing Associates, Springfield, Mass.; Charles Archibald, of Nicholson File Co., Port Hope, Ont.; Mr. Allister, of Shirley & Derrett, Toronto; and Mr. Mitchell, of Wolworth Manufacturing Co., Boston, Mass., were calling on the trade in Montreal this week.

Western Notes.

A. T. Swain has started in business at Central Butte, Sask.

German Bros. have opened a branch at Central Butte, Sask.

A new hardware store has been opened in Regina by M. Donald.

J. E. Birch & Son, Roland., Man., have sold their business to M. Horn.

The Saskatchewan Hardware and Harness Co., Bridgeford, Sask., have opened a branch in Gilroy.

Seth J. North, general manager of the Penberthy Injector Co., Windsor, Ont., called on the Winnipeg trade last week.

Sam Greeburg, who was in business at Jasmin, Sask., is starting a new business at Yorkton. His father has taken over his old store.

C. W. Groff, Miller-Morse traveler at Moose Jaw, was called off the road recently owing to the illness of his daughter.

The Saskatoon Hardware Co., Saskatoon, have added a line of bicycles and children's vehicles.

The Hodson Hardware Co., Maple Creek, Sask., have added bicycles and children's vehicles to their line.

George H. Sweet, formerly in Eaton's hardware department, Winnipeg, has succeeded Mr. Anderson in charge of Miller-Morse's cutlery department.

F. W. Nash, of the Oneida Community, St. Paul, visited Winnipeg recently. George Renuart, St. Pierre, a retailer, went up to the Manitoba metropolis last week.

Joseph F. Fisher is new Winnipeg traveler for the Miller-Morse Hardware Co. He was with the Marshall-Wells Co. for five years, with Caverhill-Learmont for two years, and was recently in the real estate business.

James Craig, head accountant of the Miller-Morse Hardware Co., Winnipeg, has been blessed with a baby daughter. Another man similarly blessed is Archie Cattanach, Portreeve, Sask., who was once head pricer for the Miller-Morse Hardware Co.

Morley P. Barnes, a well-known traveler for the Miller-Morse Hardware Co., Winnipeg, who covers the territory served by the C.N.R. to Le Pas, was held up in his bedroom at Canora, Sask., recently. The burglar or anarchist pointed a revolver at Morley and pulled the trigger. There was no damage done. It is due to the defective ammunition sold in that district by some particular Saskatchewan store that Miller-Morse has a traveler in the Le Pas district today.

New Goods Offered Canadian Hardwaremen

"TITE" PADLOCKS.

The Miller Lock Co., Philadelphia, Pa., is offering the Canadian trade the new padlock here illustrated. This new padlock comes in two sizes, the No. 1030



"Tite" Padlock.

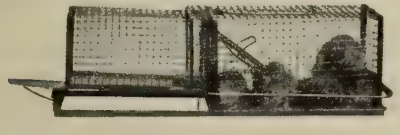
and No. 1040. No. 1030 is 1½ inch in size. No. 1040 is the 2-inch size.

The padlocks have cast brass cases, malleable iron shackles and are finished in black enamel. Two steel nickeled keys are furnished with each lock and they come packed one-half dozen in a box.

One of the principal points emphasized by the Miller Lock Company with reference to this padlock is its appearance. It has been designed with the idea that beauty helps to sell a padlock. In designing a padlock of artistic appearance, the Miller Lock Company believes that it can be much more readily sold, as the first appearance impresses the customer.

THE KRIP TRAP.

The Oshosh Trap and Novelty Co., Oshkosh, Wis., is placing on the market the "Krip Trap" here illustrated. The trap is composed of two cages, a trap cage and a receptacle cage. The



Krip Trap.

trap cage rests and balances on a frame with a balance weight at the back end of the receptacle cage, and has a trap door at the front of the cage, on the outside, that acts as a platform for the rat to step upon. When the rat enters, its own weight causes the front end of the trap to drop, and the trap door closes in on the animal; a roller running up in front of the door holding it securely. This action also shoves the animal along, and rushes him into the receptacle cage, which also has a trap door. The front end of the trap cage then raises and the trap is set for the next victim.

The receptacle cage can be detached, and after making a catch, the rats are very easily disposed of, and the trap is very easy to clean. In case the rat does not enter the receptacle cage at once, the trap cage remains tipped and the door locked, no matter where the rat may climb. The bait is placed in a screen pocket in the trap cage very handily and is in open view, thus enticing the rat to enter. It is also protected so that it cannot be eaten up.

SANITARY UNDERGROUND GARBAGE RECEIVER.

Jones & Hammond, 77-79 Newborn avenue, Medford, Mass., are offering the Canadian trade a sanitary underground garbage receiver that will not freeze in



Sanitary underground garbage receiver.

winter, and that is said to be odorless in summer.

It sets level with the ground and has castings made from extra machine iron. It is easily operated and the company claims that it should last indefinitely.

The pails which fit into the underground garbage receiver are made of heavy galvanized iron furnished with bails and special brass hangers which prevent the pail resting on the ground.

The receivers are made with and without a foot trip for lifting the cover and with pails 14 x 23 and 18 x 25 respectively.

The accompanying cut illustrates the garbage receiver.

STARRETT TOOL CHESTS.

The L. S. Starrett Co., Athol, Mass., are placing on the market a tool chest bearing their names. Three styles of chests have been made and are ready for



Starrett Tool Chest No. 765.

distribution among hardware dealers.

No. 765 is the finest grade made and is covered with best leatherette with highly polished solid mahogany drawer fronts. The drawers and till are lined bottom and side with the best grade of green felt with special patent locking arrangement. The corners are raised and there is a nickeled plated mirror in the top of the till. The outside dimensions are 20 5-16 inches long, 7⅝ inches wide, and 12⅜ inches high. Shipping weight 17 pounds. The till is three inches deep. The large drawers 18¼ x 6 inches.

Two lower priced chests are similarly constructed, but made of different material. No. 76 is made of quarter sawed oak with five top drawers lined with green felt. The outside dimensions are 17 inches long, 7⅝ inches wide, and



Starrett Tool Chest No. 767.

12⅜ inches high. Shipping weight 16 pounds.

Chest No. 767 is made of hazelwood thoroughly kiln dried. The finish is satiny walnut. Its outside dimensions are 17 inches long, 7⅝ inches wide, and 10¾ inches high. Shipping weight 13 pounds.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

Business during the past week has been brisk with the retailer. The favorable weather has stimulated the demand for spring and summer lines.

Very few price changes have taken place. Turpentine has advanced at London, Ont. The metal markets are still very quiet and buying is of a hand-to-mouth character. The demand for paint is brisk. Summer stoves and camper's supplies are also moving in a satisfactory manner. Business in general is improving, also collections.

MONTREAL.

MONTREAL, May 27.—Trade continues to improve with the more favorable weather conditions, and seasonable lines have been selling much more freely. While some of the jobbers are rather dubious about the effect of the clean-up week on their business, there is no doubt that it helped the retailer considerably, and as the retailer was able to turn over a larger amount of cleaning utensils and materials, the jobber will reap the benefit in repeat orders later on. The retailers generally did not tak eas much advantage of the clean-up movement as they might have done, and profitably too, but it is anticipated that another year will find them lining up in better shape. The markets are rather quiet at the present time, and there have been no price changes in the past week. Most of the markets incline to a firmer tendency, with the exception of metals, which are still weak.

Harvest Tools Moving Now.

It is noticeable that harvest tools are beginning to move out now, and the jobbers report that the business outlook in this department is very good. There is also a better demand for seasonable spring lines.

Spray Pumps.

Though the caterpillar invasion has not been by any means as bad as at this time last year, there has been a good demand for spray pumps, and one jobber reported that the sales in this line had been fully as large this season as last year.

Fishing Tackle.

The holiday trade in fishing tackle was exceptionally good, and many parties were outfitted for their annual Victoria Day jaunt to the streams and lakes of the province.

Rope, Twine, etc.

A good volume of business continues in all lines of rope, and it is likely to be so all summer, as the shipping trade here takes large quantities right along. There have been no changes in prices, which are quoted as follows:—Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 ft., 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Stoves, etc.

Though there have been no price changes in stoves or enamelware, there has been a good steady demand for some lines. Gas stoves and oil stoves are moving very well, and there has been a good movement of kitchen enamelware of all kinds.

Nails and Screws.

Nails are still quoted at $2.20 base for steel wire nails, and $2.60 base for cut nails. There has been a firm market for some time, and an advance is looked for in the near future. Screws are now about as cheap as they will be, and there does not seem to be any immediate prospect of a change in prices. The prices quoted in the current market quotations are still in effect.

Lead and Lead Waste Pipe.

The price is unchanged and the demand fair. Lead pipe is quoted at 7½ cents, and lead waste pipe 9 cents, with discounts of 7½ per cent.

Bar Iron.

The market for bar iron continues firm, and the price of $2 to $2.05 base, Montreal, is unchanged.

Metals.

The weakness that has characterized the metal markets for the past few weeks still continues. One of the leading jobbers, in commenting on the situation, said the market was not only weak, it was sick. He hoped, however, soon to see an improvement. Another decline in the price of tin went into effect this week, and the quotation is now 40 to 40½ cents per pound. Antimony is still quoted at $8.50, and spelter at $6. Copper remains at $16. Lead is slightly firmer at $5.25. Solder quotations are given as follows:—Tinker's bar, 28c; wire solder, 25½c; half-and-half, 24½c; wiping solder, 20 to 30c.

TORONTO.

TORONTO, May 28.—Business continues fair in most lines. Some complaints are heard, but they are comparatively few in number. Conditions on the whole compare favorably with this period of last year.

A noticeable lessening of small orders from the extreme West is noticeable. The retailers there are apparently going slowly and making their purchases in small quantities which are procured at their nearest jobbing centre.

Some factories are not running at full time, but in many cases they ran late last fall and consequently large reserve stocks are on hand.

No complaint is heard on the score of collections and the general feeling is that things are brightening up.

Nails.

The ruling price is now $2.25 base, and a further advance before long would not be a surprise to those who keep closely in touch with the nail situation. Copper rivets and burrs have changed in price, and are now quoted by Toronto jobbers at 35 and 12½ per cent.

Rope, Twine, Etc.

Jobbers in cordage lines all report a very good business the past week. The demand due to the opening of navigation still holds and is further supplemented by heavy orders for binder twine of which large quantities are being shipped to country dealers.

Toronto quotations are as follows:

Best Pure Manila	15c lb. base.
British Manila	11c lb. base.
African Hemp	11c lb. base.
Sisal Rope	10½c base
Lath Yarn, Single	9¾ lb.
Lath Yarn, Double	10¼ lb.

Binder twine prices are:—650-ft. twine, 13½c lb.; 600-ft. twine, 11c lb.; 550-ft. twine, 9¾c lb.; 500-ft. twine, 9¼c lb.; ⅛c per lb. allowance on 5 tons and over; ¼c lb. allowance on 10 tons and over; delivery allowed on 300 lbs. and over.

Old Materials.

The following prices are being paid, f.o.b. Toronto, on old materials:—

Tea lead, package	2½ to 3½c lb.
" " chest	3c to 4c lb.
Lead (heavy, pipe, etc.)	3c to 4c lb.

Brass, heavy .....8c to 9c lb.
Brass, light .....7c to 8c lb.
Zinc, heavy .....3c to 4c lb.
Copper, heavy .....10c to 11c lb.

Rubbers, such as old rubber, boots, and shaes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

Iron Pipe.

No change has occurred in iron pipe, although some dealers looked forward to a rise by this time as a result of the new tariff. However, as an infinitesimal amount of pipe over the four-inch size is manufactured in Canada, the effects of the tariff may not be very far-reaching.

Cement and Firebrick.

Cement and firebrick remain unchanged and business is good.

Stoves, Etc.

An unusually good demand for summer stoves is noticed. The representative of one very large manufacturer of gas stoves states that in one of their most costly grades their stock only figures to seventy-five per cent. of their orders.

A very good demand is noticeable in oil stoves also.

Metals.

The metal markets are unchanged except for the slight raise in tin. Toronto quotations are as follows:—Tin, 35¾c to 39c lb.; lead, $4.90 to $5 per 100 lbs.; copper, 15c to 16½c lb.; antimony, 8¾c to 9c lb.; zinc, 5½c to 6c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 24c to 26c lb.; pattern aluminum, 22c to 24c lb.; ingot aluminum, 18½c to 19½c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 21¾c lb.; wire solder, 27c; tinkers' bar solder, 28c lb.; lead wool, 8c lb.

Bar Iron.

No change has taken place during the past week, and Toronto jobbers are quoting bar iron at $2 base, f.o.b., Toronto, and $1.90 base, f.o.b., factory.

Quotations on Furs.

Toronto fur dealers are quoting the following prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

LONDON.

LONDON, May 21.—Owing to the continued warm weather business in the hardware line here is excellent. Saturday was a record day for the retail hardware stores, making a fine ending to a busy week.

Turpentine Advanced.

Turpentine has advanced locally two cents per gallon and is quoted in single barrels at 67c per imperial gallon; 2 to 4 barrels at 66c per gallon; less than barrel, 74c per gallon.

Linseed Oil.

No change has taken place in linseed oil quotations and the following prices are still in effect:

Raw Linseed—
1 to 2 barrels ..... 63c gallon
3 to 5 barrels ..... 62c "
6 to 9 barrels ..... 61c "
Boiled—
1 to 2 barrels ..... 66c "
3 to 5 barrels ..... 65c "
6 to 9 barrels ..... 64c "

Less than barrel lots—Raw, 70c gal., and boiled, 73c gal.

Wire Nails.

Wire nails are quoted at $2.25 base, f.o.b. London; cut nails are quoted at $2.70 base, f.o.b. London.

Scythes.

There is a good demand for scythes and snaths. Scythes are quoted as follows: Cast steel, $6.50 per dozen; clipper, $8 per doz.; cutlery steel, $9 per doz.; brush, $7.50 per doz. Snaths are quoted: No. 1, $12 doz. list; No. 2, $11 doz. list; No. 3, $10.50 doz list; No. 2|0, $12.50 doz. list, all subject to discount of 30 per cent.

Bar Iron.

Bar iron is quoted locally at $1.95 base; sash weights, solid, $1.50 per 100 lbs.; sections, ½-lb. $2.25 per 100 lbs.; sections, 1-lb., $2 per 100 lbs.

Spraying Materials.

There is a good demand for spraying materials including paris green, arsenate of lead, etc.

Arsenate of lead is quoted as follows:

Paste Form—	Per 100 lbs.
1-lb. bottles	$17.50
2-lb. bottles	15.00
5-lb. bottles	12.00
25-lb. irons	11.00
50-lb. irons	10.50
100-lb. irons	9.75
200-lb. kegs	9.60
300-lb. kegs	9.50
Dry—	
1 lb.	30.00
5 lbs.	26.00
10 lbs.	24.00
25 lbs.	20.50
100 lbs.	19.00

WINNIPEG.

WINNIPEG, May 26.—Wholesalers find business only fair, though retailers have not much to complain about. Hardware and Metal's western editor has just returned from a visit to Saskatoon, Edmonton, Calgary and Regina, including many smaller places. To him the hardwareman seemed to be doing as well, if not better, than the rest of the retailers. In the smaller towns business was rather brisk. Saskatoon hardware merchants have had as hard a time as any. Business in Edmonton was good, but not so brisk in Calgary.

A Winnipeg wholesaler reports this week that money is not coming in at all well. This has only been the case within the last two weeks. This firm found that in the early part of May hardware merchants were in a position, many of them, to take advantage of cash discounts. More were doing this than was the case a year ago. A sudden change took place in the middle of the month, and for the latter half collections were worse than they have been for a long time.

One of the chief demands recently has been for lawn and field fencing, for poultry netting, and for barbed wire. This is the fencing month, seeding having been completed. Trade in thresher supplies is expected to be heavy this season. One firm has deemed it necessary to publish a special thresher catalog. Not much is being done yet in agricultural tools, and will not be until the crop arrives.

A wholesaler in Winnipeg was surprised to learn from the Western representative of this paper of the effect the paint up, clean up campaign had in various Western cities. In Moose Jaw the idea was taken hold of with enthusiasm by the people, the press, and the city. One firm reported their sales doubled compared with last year. The demand was chiefly for garden forks, rakes, shovels, garbage cans, and paint. Before the campaign had run four days there was not a fork left in any hardware store in the city. Hardware merchants were going around trying to borrow from fellow merchants. The demand was so great, even the wholesale houses in Regina were cleaned out. By Thursday, merchants were having to disappoint people who asked for forks. Supplies have been secured since, but the habit has gone, and forks are not called for now. The campaign made a marked impression on Moose Jaw.

Building Supplies Slow.

While the total building permits in Winnipeg are soaring towards the ten million mark, very little is doing outside the city. The result is that business in building supplies is only moderate. Tra-

velers report that retailers in the country are not buying building supplies. Roofing is only selling fair. Wire cloth is selling well, as is usual at this time of the year.

Price Changes.

Of price changes this week, the most important are as follows:—Bar iron has been reduced to $2.50 base f.o.b. Winnipeg. It was formerly $2.75. Band iron is down 25c. each size, in sympathy with the American markets. Crowbars are $4 this week, a reduction of 50c. per cwt. There is a new price on wire nails —$2.40 Fort William and $2.80 Winnipeg. These follow changes in the East.

Sporting Goods.

Tennis and baseball goods have the markets at present, sharing it, though, with fishing tackle. Despite hard times. people will fish. Either there are more Isaac Waltons or fish are biting better, for trade in this line so far has eclipsed every preceding year. Particularly good is the fishing tackle business in northern British Columbia. As for baseball goods, the demand is very heavy.

More and more hardware men are taking over sporting goods into their business. It is a line that brings ready cash, which speaks loudly just now when neither the farmers nor anybody else are paying little cash for other lines. Baseball clubs usually have money at the beginning of the season to purchase their supplies. It is at the end of the season when they are broke. So it behooves hardware men to get cash for all goods supplied to baseball clubs.

Tents and Hammocks.

There is quite a brisk demand for tents and hammocks, and the extent to which these sell will depend much on the weather. If it is very hot, the demand should be there. One of the largest dealers in this class of goods in the city of Moose Jaw was telling Hardware and Metal's representative that Moose Jaw and other southern towns were not good for this class of business, owing to the scarcity of shady trees. More people, he said, are spending money on wire screens for the veranda to keep out the mosquito, and are introducing blinds which pull upwards. There should be a big demand for screen doors in Moose Jaw.

There is only one change of price in the sporting goods line. Discount on Dominion cartridges 22 long rifle, both black and smokeless, is now 40 per cent.

Paints.

Dealers throughout the West report that this has been a good year for paint, due principally to way in which the clean-up, paint-up campaign has been taken hold of everywhere. A dealer was saying this week that he started the season by buying in small quantities, but had been sending in repeat orders over and over again. He attributes the large amount of painting done to the fact that the householder has had more time in which to do it.

WEDDING GIFT WINDOWS THAT BRING RESULTS.

(Continued from page 51.)

The entire bottom was next covered with red sateen and red velvet was used to drape over the stands and across the bottom.

The window was then ready for the cutlery, which was placed so that a good view of every article was possible, and a small price card put on each case.

Cut glass and silverware also make very fine displays and when this cutlery display was in, a very effective display of cut glass and silverware was made in another window.

The same background idea was used and the same colors were used as in the cutlery windows. The two displays made a very effective showing, especially at night with the extra frosted lights on the background.

SUCCESSFULLY OPERATING A MOTOR DELIVERY.

(Continued from page 40.)

needs tightening, or anything whatsoever seems necessary to be done, it is looked after then. This very often prevents more serious trouble developing. In a smaller town where the agent might not be equipped to do this work, or where there may not be an agent, I think it would be well to have the chauffeur, who is usually a practical machinist, or at least understands the vital parts of the machine, make an inspection of the car every week. He could see if the carburetor is dirty or if some parts needed oiling or adjusting, and in this way help to keep the car in perfect running order. Many hours of delay might be saved and the repair bills kept down if this were done."

MEETING AT TORONTO.

The advisory committee of the Ontario Retail Hardware and Stove Dealers' Association met in Toronto this week in conference with the officers of the Retail Merchants' Association. Matters in connection with the proposed affiliation of the two bodies were discussed, and it is likely that within the next few weeks members of the Hardware Association will have an opportunity of voting on the question of affiliation.



Clothes Reels.

The Johnson Hardware Co., Fort Frances, Ont.—"Kindly inform me where or who manufactures clothes reels that can be folded up when not in use."

Cummer Dowswell, Ltd., Hamilton, Ont.—Ed.

Drinking Fountains.

R. T. Holman, Ltd., Summerside, P.E.I.—"Will you kindly give us names of manufacturers of sanitary drinking fountains for store use?"

Jas. Marrison Brass, Co., Toronto; Empire Manufacturing Co., London, Ont.; the James Robertson Co., Toronto; Pure Sanitary Drinking Fountain Co., Haydenville, Mass.—Ed.

Lawn Mower Grinders.

Geo. B. Jameson, Melfort, Sask.—"Please give us address of firm manufacturing lawn mower sharpeners."

Taylor Forbes Co., Guelph, Ont.; R. Woon & Co., Oshawa, Ont.—Ed.

Penn Esther Stoves.

D. Kennedy, Stratford, Ont.—"Kindly advise me where I could get repairs for shaker grate for a Penn Esther cook stove."

Record Foundry Stove and Machine Co., Moncton, N.B., manufacture the Penn Esther. They will be able to supply repairs.—Ed.

Increase of Capital.

The shareholders of the Medicine Hat Pump and Brass Manufacturing Co. recently voted to increase their capital stock from $50,000 to $75,000.

This was done in order to increase the outfit and keep up with orders.

Geo. W. Elliot, president of the company, reports business in excellent shape.

The new capital was all subscribed by the shareholders of the original stock so that no lack of confidence in their concern is apparent here.

New Firms.

Lawson, Sask.—Beaudurn & Folliott have opened up a hardware business.

Regina, Sask.—A hardware business has been opened up here by M. Donald.

Crystal City, Man.—Report has it that there is an excellent opening in Crystal City for a hardware store.

"CHALCO"

A PAINT AND VARNISH REMOVER
THAT'S 20% MORE EFFICIENT THAN OTHERS
YET COSTS NO MORE

To Retailers, Jobbers and Manufacturers:

We are now able to offer in "Chalco" a Paint and Varnish Remover of unusual merit.

It's 20% more efficient than others.

TRADE CHALCO MARK

The Paint and Varnish Remover

"We pay no royalties to put on your bill."

Write for Proposition

"Chalco" is positively different and positively superior—it leaves the surface better for refinishing than any other product we've tested.

It does not injure the hands.

MANUFACTURED IN CANADA BY MARTIN-SENOUR CO., LIMITED
IN THE UNITED STATES BY THE H. B. CHALMERS CO., SCHENECTADY, N.Y.



Sell Varnish Satisfaction to *Your* Customers

Berry Brothers' Varnishes have been giving satisfaction for over fifty years. Varnish users know about them. They know that the dealer who sells and recommends Berry Brothers' Varnishes is giving them honest, lasting varnish values. This reputation helps you sell Berry Brothers' Varnishes.

Berry Brothers' advertising is a salesforce that brings folks into your store. For years we have been telling the public about the high quality of our varnishes. We have educated them to ask for Berry Brothers' goods—to know that our trade-mark stands for varnish satisfaction. Because of this, Berry Brothers' Varnishes are easy to sell.

And the Berry Brothers dealer gets **more** than the profit out of Berry Brothers' Varnishes. They help him to build his business reputation for selling high-grade goods.

If you haven't Berry Brothers' Varnishes on your shelves, let us tell you more about them.

Established 1858

Branches in Principal Cities of the World

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
WALKERVILLE, ONT.

Weekly Market Report---Paints

MONTREAL.

MONTREAL, May 27.—Business has been very good in the paint trade with both jobbers and retailers, and with the fine weather now prevailing there should be a continuance of this condition. Now that the "Clean Up and Paint Up" week is over, it is interesting to note that manufacturers have not had the general co-operation of the retailers in the campaign. Some of the more progressive dealers arranged special window trims for the week and also called attention to the movement through their newspaper advertising. There were so many, however, who apparently took no notice of the affair, despite the fact that it was the biggest kind of an opportunity for them to do a bigger business. One manufacturer went to the trouble and expense of having big cotton banners painted and distributed to dealers handling his product. These banners announced the date of "Clean-up and Paint-up" week and called attention to the fact that this dealer sold paints suitable for the occasion. Some dealers used the banners and profited thereby, and others did not bother to put them up. Another manufacturer found he could not get the retailers to put in special window trims of paint and had to send men around at night to dress the windows for these dealers who would not enthuse or cooperate in making the campaign a success. There is no doubt that a lot of extra paints, etc., were sold as a result of the general agitation for a clean-up, but much more could have been accomplished if the dealers had all entered heartily into the movement. It is to be hoped that next year when the clean-up week comes around these dealers will be more alive to their opportunity. There have been no changes in prices since last report but most of the markets are firmer.

Linseed Oil.

There has been a very fair demand for linseed oil, both raw and boiled. The prices previously quoted are still in effect, as follows:

Raw Linseed—
1 to 4 barrels .....60c per gal.
5 to 9 barrels .....59c per gal.
Boiled Linseed—
1 to 4 barrels.....63c per gal.
5 to 9 barrels.....62c per gal.

Turpentine.

The turpentine market is very firm and though the prices quoted last week have not changed as yet, it is altogether likely that an advence will take place at any time now. There is a better supply now since the arrival of large shipments from the south. It is reported that the crop for this season is pretty well in and in view of the price now asked higher quotations are expected very soon. Sales have been about the average. Present quotations are:

1 barrel ..... 64c per gal.
5 barrels .....63c per gal.

Five-gallon packages, 5 cents advance; packages extra; terms net.

White Lead.

The pig lead market is firm but the quotations for white lead remain at the same figure as given for the past few weeks, namely, $8.05 per hundred for ton lots, and $8.25 per hundred, for less than ton lots.

Glass and Putty.

There has been a very fair demand for glass and prices are unchanged. Quotations are: Star, $3.40 base, net, for country, and $3.65 base, less 5 per cent., city; double diamond, $5 base, net, for country, and $5.40 base, less 5 per cent. for city dealers. Plate glass is subject to a discount of 40 and 5 per cent. off list for country, and 50 and 5 per cent. off list for city dealers.

Gasoline.

Quite a reduction was registered this week in the price of gasoline and quotations now are:

Barrels, in wood .....21½c gal.
In steel and drums .....18½c gal.
Tank wagon, (100 gals.) .....18c gal.

Benzine is quoted at 20½ cents per gallon, in single barrels.

TORONTO.

TORONTO, May 28.—Turpentine went up 2 cents a gallon in the early part of last week, and the tendency seems to be to go still higher. This advance has been explained by a merchant in the trade as having been due to two heavy orders having been placed at Savannah by houses that had to have immediate delivery, regardless of price.

There has been a decidedly bearish tendency to the Savannah market, where stock is being held for higher prices. A scarcity prevails in Toronto. Prices are as follows:—

Single barrels ..... 67c per Imp. gal.
2 to 4 barrels ..... 66c „ „ „
5-gallon lots ..... 74c „ „ „

Ready-Mixed Paints.

Demand for paints in general is excellent, particularly for the last week. One large dealer shows a much larger business for this year than for the corresponding period of last year, and in a lesser degree this appears to be true of the trade in general. Another jobber states that last week showed an unprecedented number of orders.

Linseed Oil.

Oil is unchanged, but weak, and causing some uncertainty in the trade. Sales are brisk and collections good. The only complaint heard is that prices are wobbly.

No changes have occurred since the drop of two weeks ago. The ruling quotations are as follows:—

Raw Linseed Oil—
Single barrels .....63c gallon...
3 to 5 barrels .....62c gallon.
6 to 9 barrels .....61c gallon.
Boiled Linseed Oil—
Single barrels .....66c gallon.
3 to 5 barrels .....65c gallon.
6 to 9 barrels .....64c gallon.

Oil in less than barrel lots, 7 cents per gallon. Cans are charged at: 5-gallon cans, 50 cents each; 10-gallon, 75c each.

Glass.

Glass is only in fair demand at present. A discount of 20 per cent. is being quoted off the $4.25 base for 16 oz. and 25 per cent. off the double diamond list for stock cases. Cut sizes are quoted at 40-10 per cent.

Gasoline and Benzine.

Gasoline has fallen off to 21 cents per gallon, single barrel. Benzine is unchanged at 20½ cents.

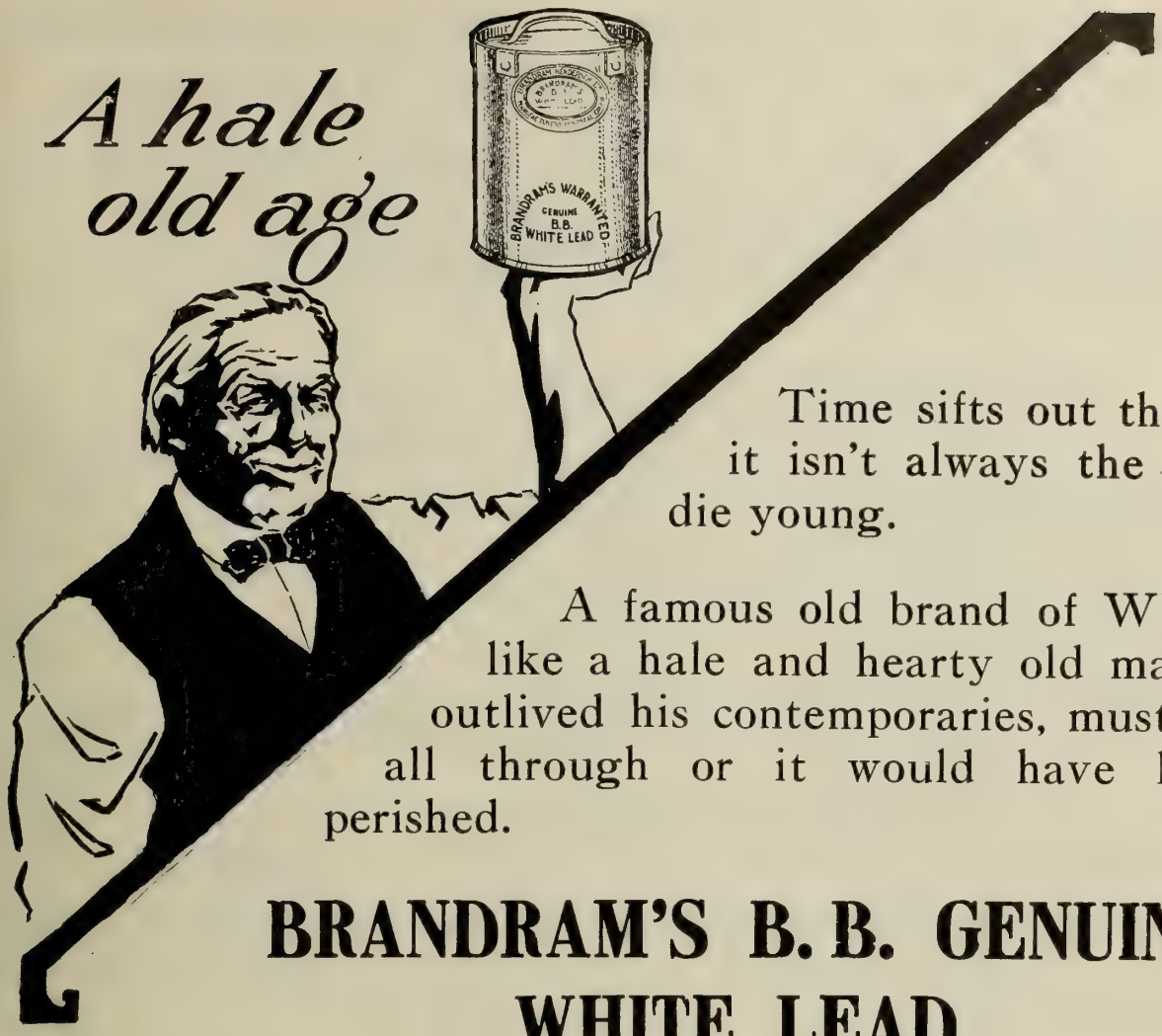
White Lead.

Orders for white lead are being accepted for late July delivery. At that time the association will meet and future prices will then be determined. Leading quotations are unchanged. Less than ton lots are $8.40 per cwt., and ton lots at $8.20 per cwt.

DEATH OF W. R. TAIT.

Wm. R. Tait, a Toronto hardware dealer, died recently at his home, 134 Albany Avenue. The late Mr. Tait, who was in his 38th year, went to Bermuda for his health two years ago, but the paralysis from which he suffered had gradually grown worse. Born in Picton, Ont., where he was engaged as hardware clerk for some time, he came to Toronto fifteen years ago, and after traveling for seven years for Lewis Bros., of Montreal, opened a hardware business of his own at 836 Yonge Street, three years ago.

His wife and three small children survive.



Time sifts out the strong—it isn't always the good who die young.

A famous old brand of White Lead, like a hale and hearty old man who has outlived his contemporaries, must be sound all through or it would have long since perished.

BRANDRAM'S B. B. GENUINE WHITE LEAD

has lived and flourished over a century. Other White Leads have come and gone, but Brandram's is to-day stronger than ever because the passing years find no superior to it—nothing better suited to win and hold the esteem of practical men. It is increasingly used because experience only serves to more fully demonstrate its exceptional merit.

As a dealer, you must realize how much this established reputation does for the men who sell Brandram's White Lead. The market for it is ready and waiting.

It is to your advantage to sell Brandram's B. B. Genuine White Lead, and if you will write us, we will tell you how we will make it profitable for you to do so.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $12 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5 per cent.
Tobin Never Choke, 50 and 5 p.c.

AXES.

Samson single bit, doz.... 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz.... 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys'" Axes 5 75 6 50
Bench Axes, Samson.
No. 2, doz., net 9 00
No. 3, doz., net 9 30
No. 4, doz., net 10 25
No. 5, doz., net 11 50
No. 6, doz., net 12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special. Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3. Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 20½c gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS. Lb.

Springs, sheets, up to 20 gauge 0 26
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.
Ingot, Red, lb. 0 14 0 13
Ingot, Yellow, lb... 0 13 0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz. 6 60
With rim, 18x28, doz. 7 20
With rim, 20x30, doz. 7 80
Without rim, 18x24, doz. .. 4 00
Without rim, 18x28, doz. .. 4 50
Without rim, 20x30, doz. .. 5 00

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 12x60 ins., doz. .. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50

BOARDS (Wash). Per doz.

Glass, doz. 3 50
Enameled, doz., net 3 50
Pony $1 10
Crown 1 95
Dandy 2 15
Improved Globe 2 25
Standard Globe 2 35
Neptune 2 35
Original Globe 2 60
Newmarket King 2 60
Jubilee 2 60
Victor (Glass) 3 25
Diamond King (Glass) .. 3 50
Western King (Enamel) .. 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb. 14 70
Weighted, 20 lb. 19 90

BURLAP (JUTE). Per yard.

40 inches, 7 oz. 0 05¼
40 inches, 8 oz. 0 05½
40 inches, 10 oz. 0 06¾
In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15 Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz.... 2 70
2 gal. jacketted, per doz.... 3 60
3 gal. jacketted, per doz.... 4 20
5 gal. jacketted, per doz.... 4 80
10 gal. jacketted, per doz... 8 40

CEMENT AND FIREBRICK.

Portland, per bbl., Delivered 1 65
Less than carload lots 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 .....23 00 28 00
Fire brick, English..17 00 21 00
Fire brick, American, low 23 00 25 00
Fire brick, American, high 27 50 31 00
Fire clay (Scotch), net ton 6 50
Fire clay (American), net ton 5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., per lb... 0 07
25 lb. tins, per doz., per lb.. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls) .. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenters Colored, per gross 0 65 0 80
Carpenters lead pencils, per gross.... 2 40 6 75
Crayons, per gross.. .... 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs. ¼ $8; 5-16 $5 20; ⅜, $4 45; 7-16 $4.20; ½, $3.90; 9-16, $3 90; ⅝ $3.80; ¾, $3 65; ⅞, $3 45; 1, $3 40

Stall fixtures, 35; trace chain 45; jackchain, iron, 50; jackchain brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5; chains (tie-out), 75 per cent.

12 in., doz. prs..... 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLAMPS.

Malleable swivel head, 4 in. 2 50
Malleable adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

CLEANERS (VACUUM).

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combina'n Cleaner 6 50
Cadillac Electric, Model C.. 18 00
Cadillac Electric, Model D.. 20 00

COMPOUND.

Soclean Sweeping.
4½ lb. size, 2 doz. in case, case 4 50
8 lb. size, 2 doz. in case, cs. 7 20
17 lb. size, 1 doz. in case, cs. 6 75

COPPER. Montreal. Toronto.

Per 100 lbs.
Casting ingot $16 00 $15 50
Cut lengths, round bars, ½ to 2 in.... .... 27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in. 29 50
Copper sheet, tinned, 14x60, 14 oz. 30 50
Copper sheet, planished, 14x60, base 37 50
Braziers', in sheets, 6 x 4 .... 29 50

CORD (SASH).

No. 6, lb. 0 30½
No. 7, lb. 0 29½
No. 8, No. 9, No. 10, No. 12 0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

(CANADA) PLATES.

Ordinary, 52 sheets. 2 75 2 85
All bright, 52 sheets 3 90 3 90
Galvanized—
Apollo D. Crown Corbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M. L. S. Famous (equal Bradley).

Per box
I C, 14x20 base.... .... $7 00
I X, 14x20 base.... .... 8 25
I X X, 14x20 base 9 50

Raven and Murex Grades—
I C, 14x20 base.... .... 5 00
I X, 14x20 base.... .... 6 00
I X X, 14x20 base. 7 00
I X X X, 14x20 b. 9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.... 7 00 7 00
I X, 14x20 base.... 8 25 8 25
I X X, 14x20 base. 9 50 9 50

"Allaway's Best" Standard Quality
I C, 14x20 .... 4 50
I X, 14x20 base.... .... 5 50
I X X, 14x20 base. 6 50

BRIGHT COKES.

Bessemer Steel—
I C, 14x20 base.... .... 4 50
20x28, double box. 9 00

CHARCOAL PLATES-TERNE.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x65, 50 sheet (boxes)

TINNED IRON.

72x30 up to 24 gauge, case lots .....$ 8 25
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots 8 75
extra.

Do you know how to build up A Profitable Paint Business?

No doubt you will answer "By selling nothing but the best on the market and satisfying your customers"; but, how are you to know which is the best paint on the market?

Over **half a century** in the paint business puts us in a position to produce paint which we know, and absolutely guarantee to be pure; the kind of paint which will bring your customers back for more, once they have tried it.

R. C. Jamieson & Company, Limited

Established 1858

Owning and Operating P. D. Dods & Co., Ltd.

MONTREAL **VANCOUVER**

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.



ALFRED WILLIAMS

SHEFFIELD, ENGLAND

Guaranteed Cut ery

For Canadian Market

TRADE-MARKS

EBRO

Pen A.W. Brand

GOOD PROFITS

Sold by Hardware Jobbers

CLEVICES, 7½c per lb.
CROWBARS, 4½c per lb.

D

DOORS, SCREEN. Doz.
Common doors, 2 or 3 panel, walnut stained, 4 in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style.. 8 40

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.
Yarmouth Double Filled.
29-inch, 7 oz. 0 17¾
29-inch, 8 oz. 0 19½
29-inch, 10 oz. 0 24½
29-inch, 12 oz. 0 29½
Standard Single Filled.
29-inch, 6 oz. 0 12½
29-inch, 7 oz. 0 14
29-inch, 8 oz. 0 15½
29-inch, 9 oz. 0 17½
29-inch, 10 oz. 0 19½
29-inch, 12 oz. 0 23¼
29-inch, 15 oz. 0 32

E

EAVETROUGHS.
10 inch, in 10 ft. lengths... 3 30
12 inch, in 10 ft. lengths... 3 88
15 inch, in 10 ft. lengths... 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS. Per cent.
Disston's 75
Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle.... 75
McClellan Globe 75
Black Diamond 66
Delta Files 65
Nicholson 66⅔
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) 35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.
Dana Freezers, Crank Only.
1 quart, each 1 70
2 quart, each 2 00
3 quart, each 2 20
4 quart, each 2 65
6 quart, each 3 35
8 quart, each 4 30
10 quart, each 5 80
12 quart, each 6 65
16 quart, each 9 35
Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.
20 quart, each 12 80
25 quart, each 16 75

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 21 gal.

GREEN, PARIS.

	C.P.C. Green	Paris Green Berger's
600-lb. casks, lb...	0 16¼	0 17¾
250-lb. casks, lb...	0 16½	0 18
100-lb. drums, lb..	0 17½	0 19
50-lb. drums, lb...	0 17½	0 19
25-lb. drums, lb...	0 17¾	0 19¼
1-lb. pack, lb.	0 19¾	0 21¼
50-lb. drums, lb....	0 17½	0 19
½-lb. pack, lb. ...	0 21¾	0 23¼
1-lb. tins, lb.	0 20¾	0 22¼
½-lb. tins, lb.	....	0 24¼

HOYLES PARIS GREEN.
Petroleum Barrels, per lb. 0 10
Arsenic Kegs, per lb..... 0 10¼
50 lb. and 100 lb. Drums, per lb. 0 11¼
25-lb. Drums, per lb. 0 11½
1-lb. Papers, per lb. 0 13¼
1-lb. Tins, per lb. 0 14¼
Terms:— Net Cash 30 days.

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).
Jute Rope, ⅝-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ⅝-in., per gross 13 50
Leather, 1-in., per doz. 4 00
Leather, 1½-in., per doz... 5 20
Web 2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1.....	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.
Tack, iron, doz. .....$ 0 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
Adze hickory handle, lb... 6 25
Adze straight claw, 1 lb., doz. 7 00
Farriers hammers, 10 oz., doz. 5 50
Tinners setting, ½ lb., doz. 4 50
Machinists, ½ lb., doz. ... 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over 0 06
Sledge, Napping, up to 2 lbs. 0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs.. 4 00
Over 12 in., per 100 lbs.. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.
Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.
Competition ..... 70 5 p.c.
Corrugated, ½ in., ft.... 0 13½
Corrugated, ¾ in., ft..... 016
Cable, 70 per cent.
Leader, 60 and 10 per cent.

HANGERS, BARN & PARLOR.
Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track Special.
Zenith 9 00
Atlas, steel covered.. 5 25 6 60
Perfect, No. 1 ..... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 ..... 10 00
New Milo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard jointed hangers, doz. sets. 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail.... .... 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.

HOES. Grub, 3½-lb., $4 doz.

HOOKS (CONDUCTOR).
Never-slip, 2 in., 1½ lbs., per doz., net $0 30
Never-slip, 3 in., 3 lbs., per doz. net 0 45
Never-slip, 4 in., 4 lbs., per doz. net 0 60
Never-slip, 5 in., 5½ lbs., per doz. net 0 80
Hinged, 2 in., 2½ lbs., per doz. net 0 50
Hinged, 3 in., 3 lbs., per doz. net 0 65
Hinged, 4 in., 5 lbs., per doz. net 0 90
Hinged, 5 in., 6 lbs., per doz. net 1 10

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel...	0 15	0 15
Shoe calk steel...	3 10	3 15
Mining cast steel..	0 07½	0 08
High speed	0 65	0 65
Capital tool steel.	0 50	....
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel..	0 06½	....
Silver tool steel..	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch.	....	0 06
¾ to 1 7-16 inch...	....	0 05½
1 7-16 to 3 inch...	....	0 65

Montreal 35, and Toronto 30.

IRONS (SAD).
Mrs. Potts, No. 55, polished, per set 0 78
Mrs. Potts, No. 50, nickel-plated, per set 0 88
Mrs. Potts, handles, japanned, per gross 9 00
Sad irons, common, plain.. 5 00
Sad irons, common, plated. 5 50
Asbestos, per set 1 50
Princess Electric, each..... 3 00
Gasoline Sad Iron, each... 3 50

LADDERS, ETC.
(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.

Chair Ladders, each.....$2 00
(Roped Extension.)

20 ft. $3 00		42 ft. ....$	7 95
22 ft. 3 30		44 ft.	8 36
24 ft. 3 60		46 ft.	8 74
26 ft. 3 90		48 ft.	9 12
28 ft. 4 20		50 ft.	9 50
30 ft. 4 50		52 ft.	11 44
32 ft. 4 80		54 ft.	11 88
34 ft. 5 78		56 ft.	12 32
36 ft. 6 12		58 ft.	12 76
38 ft. 6 46		60 ft.	13 20
40 ft. 6 80			

(Common Extension.)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladder, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.

26 ft.	3 90	48 ft.	9 12
30 ft.	....	....	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.
Trulite, doz. 7 00
Beacon, doz. 7 00
Wrightlight, doz. 7 00
No. 2 or 4, plain cold blast, doz. 7 00
Short globe pattern, doz.. 7 00
Japanned cold blast, doz.. 7 50
Brass, well japanned, doz. 9 25
All brass, doz. 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LATCHES (YALE, NIGHT).
No. 20, per doz. .....$ 3 30
No. 34, per doz. 11 80
No. 34X, per doz. 11 80
No. 37, per doz. 13 40
No. 042, per doz. 15 25
No. 42, per doz. 16 35

LATHS (METAL).
26-gauge, painted metal lath, per sq. yd. 0 10
24-gauge, painted metal lath, per sq. yd. 0 13
23-gauge, painted metal lath, per sq. yd. 0 15
24-gauge, galv. metal lath, per sq. yd. 0 17
23-gauge, galv. metal lath, per sq. yd. 0 19

LEAD. Montreal Toronto
Domestic (Trail), 100 lbs. 5 25 4 90
Imported pig, per 100 lbs. .....5 25 ....
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 750 7 50
Sheets, 3 lb. sq. ft.. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft. 6 50 6 50
Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.
Russia snap, per gross.... 33 00
Indian snap, per gross.... 27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).
New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A.... 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3 20 per cent. discount. 85 00

MALLETS.
Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 in., per doz. 2 40
Caulking, No. 8, oak, per doz. 15 00

"Ready" Roofing and "Black Diamond" Tarred Felt



"Cyclone" and "Joliette" Building Papers

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade Wrapping Paper, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS

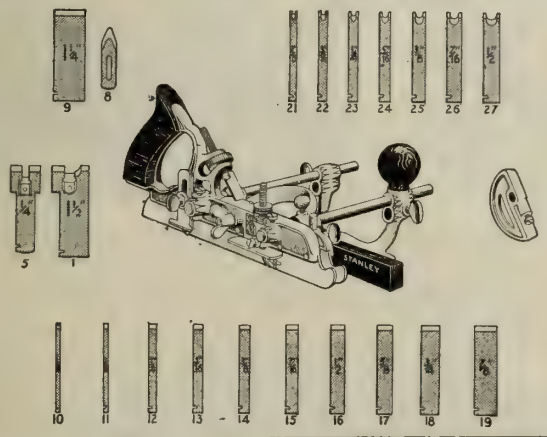


GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO



Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Filletster Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.
Carpenters will find this tool almost invaluable.
Send for catalogue giving complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.
We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.
Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
American Lady, doz. 12 00

MOWERS (LAWN).
Mop sticks, doz. 1 10
Cast head mops, doz..... 1 35
Crescent, doz. 1 50
Tarbox self-wringing, doz. 3 15
Crank wringing, doz..... 4 75
Extra Cloths.
Tarbox, doz. 1 35
Challenge, doz. 2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing. 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 3 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife. plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.10 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.60; Toronto, $2.80.

Miscellaneous wire nails, 75%.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per cwt.
No. 4, in 25-lb. box $8 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10.	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh, 60 per cent. off.
NET PRICES ON SMALL SIZES POULTRY NETTING.
½-in. x 22 ga. x 12-in., roll. $3 00
½-in. x 22 ga. x 18-in., roll. 4 30
½-in. x 22 ga. x 24-in., roll. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll.. 1 50
1 in. x 20 ga. x 18-in., roll.. 2 10
1 in. x 20 ga. x 24-in., roll.. 2 70
1 in. x 20 ga. x 30-in., roll.. 3 25
1 in. x 20 ga. x 36-in., roll.. 3 80
1 in. x 20 ga. x 48-in., roll.. 5 10
Poultry netting staples, 55 p.c.

O

OAKUM.
Best (American), per 100 lbs. 7 75
U. S. Navy (American), per 100 lbs. 7 25
Plumbers (spun), per 100-lb. bales 3 50

OIL.

Can. prime white petrol	....	0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OILERS (MACHINE).
Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PACKING (JUTE).
Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 09
Heavy, 8 ends to 1-inch. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft.. roll	0 43
Tarred Fibre, Cyclone, 25 lbs.. roll	0 62
Dry Cyclone, 15 lbs.....	0 50
Plain Surprise, per roll....	0 42
Resin sized Fibre, per roll	0 43
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.....	2 50
Tarred wool roofing felt, 8, 10 and 16 oz., per cwt..	2 10
Pitch, Boston of Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl....	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion Brand, 7 oz., per cwt.	$2 00
Ready Roofing, 2-ply, Shield Brand, per roll	0 75
Ready Roofing, 3-ply, Shield Brand, per roll	0 95
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50

PAPER. Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll.... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing..... 0 42
Tarred fibre No. 1 ..... 0 62
Tarred fibre No. 2 ..... 0 43
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60

PITCH.
Pine, per bbl., f.o.b. Toronto 4 50

PIPE.
Stove, 6 in., $8.50; 7 in., $9 per 100 lengths; elbows, 6 in., $1.46; 7 in., $1.64 doz.

WROUGHT IRON PIPE.
Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch ..	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
	Lapweld.	
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)
Lead pipe, 7½c; 7½ p.c. off.
Lead waste pipe, 9c; 7½ per cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65 per cent.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).
2 inch, in 10 foot lengths.... 3 45
3 inch, in 10 foot lengths.... 4 20
4 inch, in 10 foot lengths.... 5 53
5 inch, in 10 foot lengths.... 7 60
6 inch, in 10 foot lengths.... 9 25

POLISH. Doz.
O-Cedar, 4-oz. bottles..... 2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 18 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-oz. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste 6 60
Axoline brass cleaner, 100 in pkge. 6 50

COTTER PINS.
Cotter pins, 90 p.c. discount.

CLOTHES PINS.
Selected full count. Per case.
5 gross, 4-in. (loose) $0 80
5 gross, 4½-in. (loose) 0 90
5 gross, 5-in. (loose) 1 00
4 gross, 4-in. (12 pwgs. of 4 doz. each) 0 80
6 gross, 4-in. (12 pkgs. of each) 1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
Spring clothes pins, per box 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.
Holloware, 40% discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask" Nevada silver flatware, 42 per cent.

PLANES.
Wood bench, Canadian, 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs..	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PICKS (CLAY).
5 to 6 lbs., doz..... 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz..... 4 75
8 lbs., doz. 5 00

PLUGS (METAL).
Painted wall plugs, per 1,000 ..... $20 00
Galv. wall plugs, per 1,000 23 00

R

RAZORS. Per doz.
Boker's ..... 7 50 to 11 00
Boker's King Cutter. 13 20 14 65
Henckel's 7 50 20 00
Gillette Safety, each..... 3 75
Star Safety Razor, 33½ per cent.
Edelweiss 16 00
Ever-Ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REFRIGERATORS.
Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

ROOFING.
Tarred felt (7 oz.) $2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 10
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll.....$ 1 45
Samson 2-ply, roll..... 1 90
Samson 3-ply, roll..... 2 30
Amatite roofing, per sq.... 2 70
Tarred 210 roofing felt, Tarred roofing felt, cwt..... 2 10

ROPE.

Pure Manila base .....$	0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line ...	0 20
Russia tarred bolt rope..	0 17½
Russia tarred ratline ...	0 16
Jute rope	0 11
Cotton rope 3-16 in. and larger	0 25

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned, 75 per cent.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion 35 35 and 12½; burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ⅝-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RULES.
Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Net Prices.
Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb., platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

SCREWS. Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.
O.H. bright, 80, 10, 7½, 10 p.c. 10 per cent. off list.

Wood, F.H., brass.	75 10	7½	10
Wood, R.H., brass.	70 10	7½	10
Wood, F.H., bronze	70 10	5	10
Wood, R.H., bronze	65 10	5	10
Drive screws	65 10	5	10

Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

It's easy enough to talk, but action makes the proof. The offer reprinted below has appeared in Hardware & Metal, Canadian Hardware Journal, and The Painter and Decorator. Besides, it has been widely distributed by us in printed form. Yet there has been no response—no one has taken it up. The offer is still open—if there's a wall finish on the market that will compare with Muresco, here's the chance to prove it.

PROOF MURESCO

Offer has no takers

The Offer

MURESCO, "for Twenty Years the Leading Wall Finish," Accepts Challenge. $100.00 Forfeit. We understand that certain Kalsomine manufacturers are making the statement that their Kalsomine will cover more surface, pound for pound, and cover it better than MURESCO. If by buying a quantity of their goods and MURESCO on the open market and having two master painters—who may be selected by both parties—test them out, they can prove above statement, we will pay $100.00 to Sick Children's Hospital.

BENJAMIN MOORE & CO., LTD., 6 Lloyd Street West, Toronto

NEW YORK CHICAGO CLEVELAND CARTERET, N.J.



Stephens

Oil Stains

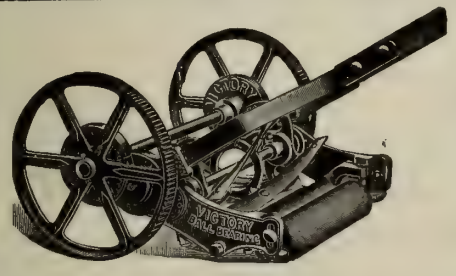
are sure profit-makers and custom-keepers. Users find them so satisfactory they patronize the dealer who sold them.

And not only for more oil stains but for those other lines you handle. You can't afford to be without this trade help.

Write to-day for agency proposition and color card.

G. F. STEPHENS & CO., Limited

Branch at Calgary, Alta. **WINNIPEG, CANADA**

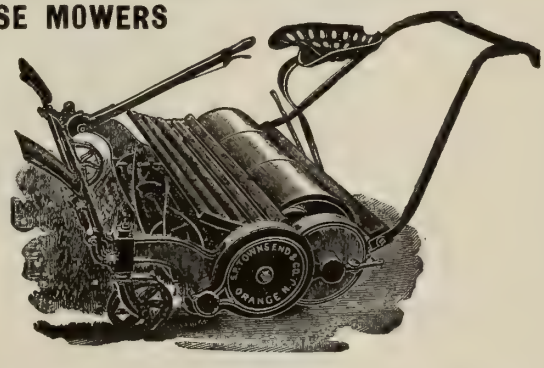


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

SHEETS (Corrugated, Galvanized).

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. Gauge	Queen's Head	Fleur-de-Lis	Gorbals best rest
16-20	3 95	3 75	3 95
22-24	4 15	3 95	4 15
26	4 40	4 20	4 40
28	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SKATES AND HOCKEY STICKS.
Roller, No. 12. 85c pair.
Roller, No. 2280, 42c pair.
Ball Bearing, $1.60 pair.
Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal	Toronto
	Per. lb.	
Tinker's bar		0 28
Wire solder, lb.	0 25½	0 27
Bar, half-and-half, guaranteed	0 24½	0 24

WIPING SOLDER.

Acme	0 19½
Easy	0 20½
Star Extra	0 22¼

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.
Foreign, per 100 lbs. 6 00 5 50

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS.
Base, per lb., 28 cents.

SAP SPOUTS.
Bronzed cast iron with hooks, per 1,000 6 00
Eureka, tinned steel, hooks, per 1,000 8 00

STAPLES.
Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.
Lufkins—

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404. 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft., each	4 90
Reliable Jr., No. 103, 50 ft., each	2 70

TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.
Disston's, 10 per cent.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIN.
Montreal, Toronto.
Tin, per lb. 40 to 40 1-3 35½

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRAPS (Rat and Mouse).	Doz.
Gee Whiz Mouse, doz.	0 15
Gee Whiz Rat, doz.	0 30
Out O' Sight Mouse Traps.	0 60
Out O' Sight Rat Traps.	1 20
Easy Set Mouse Traps.	0 45
Easy Set Rat Traps.	0 95
Blizzard Mouse Traps.	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

TRESTLES.

5 ft., each. $1 50	14 ft., each. $4 20
8 ft., each. 2 00	16 ft., each. 4 80
10 ft., each. 2 50	18 ft., each. 5 40
12 ft., each. 3 00	20 ft., each. 6 00

TWINE (Binder).
650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb, 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE.

Wrapping cotton, 3-ply.	0 24¼
Wrapping cotton, 4-ply.	0 26¾
Mattress, No. 64	0 45
Mattress, No. 73	0 55
Mattress, No. 84	0 60
Upholsterers' twine, No. 64	0 30

TUBES.
Boiler Tubes.

100 ft. 1½ in.	10 45	9 75
100 ft. 2 in.	9 60	8 70
100 ft. 2½ in.	12 25	11 00
100 ft. 3 in.	13 30	12 70
100 ft. 3¾ in.	15 55	15 80
100 ft. 4 in.	19 80	19 00

TUBS.
Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

TIES (METAL).

Galv. wall ties, per 1,000	$5 00
Painted wall ties, per 1,000.	5 00

V

VALVES, ETC.
Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓ %.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS.
Can. wrought iron, 45 per cent.

WASTE.
(See Paint Markets.)

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 10
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per b. to the above.

CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.
High carbon, No. 9, $2.25 in cars.

FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.
From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.15; 10, $2.80; 11, $2.85; 12, $2 30; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.
No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS, IRON.
Full box, 45 per cent.; smaller lots, 30 per cent.; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb	2 35
Galvanized, plain twist	2 95

Car lots and less.
F.o.b. Montreal and Toronto.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Less 20 per cent.

MOP WRINGERS.

White, No. 2, each	$1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

WHEELBARROWS.

Navvy, steel wheel, doz.	21 00
Garden, steel wheel, doz.	32 40
Light garden, per doz.	$22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part cask	8 25	8 50

A BIG Cement Trade In Your District

Contractors and builders are using large quantities of cement in your district. **Are you getting your share of this profitable business?** The builder who can buy Rogers' Cement at your store will buy all his other lines there also—he knows that the dealer who handles

Rogers' Portland Cement

handles other lines of an equally high standard. The name "Rogers" on a bag of cement marks it as the cement that engineers and architects judge others by—the standard of the building world. Rogers' Cement will increase sales in all of your departments — **and you do not need to tie up capital in a large stock.** We ship immediately on short notice. Write for our dealer proposition.

ALFRED ROGERS, Limited
28 West King Street, Toronto

N. J. Dinnen'& Co., Western Sales Mgrs.
Winnipeg, Man.

THE SHOTS THAT HIT ARE THE SHOTS THAT COUNT

and the paint sales that hit the entire satisfaction of the consumer are the sales that count in making him your permanent customer. The first sales of MAPLE LEAF PAINTS AND VARNISHES will prove this to be a truth. It is also well to remember that

BIRD SHOT NEVER BROUGHT DOWN AN ELEPHANT

A few scattered qualities in a paint won't catch the public at large. Any successful paint proposition must have every essential quality so superlatively strong that its service will hit and count every time a can is opened and used.

MAPLE LEAF Paints & Varnishes

MAKE GOOD BECAUSE THEY'RE MADE GOOD

They hit and count for more business every time you sell a can.

M L FINISHES THAT ENDURE QUALITY

If you are aiming to shoot straight for better paint business, you will write and let us explain our Maple Leaf Proposition in detail.





THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs...	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Yellow ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16
Combs, graining set	0 75

COMBS.

Graining, in sets, set 0 65

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off list.

GLASS SHEET.

Country discount 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec.

City discounts, 33 1-3, 7½ p.c.

Freight, equolized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotations for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal	oronto.T Per100lbs.
Elephant, Genuine ...	$8 75	8 90
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.R. decorators, pu.	8 25	8 40
Crown and Anchor, pure.	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..		8 50
Purity C.O. Co.'s. Ltd		7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"	....	9 50
Decorators Pure (Winnipeg)		8 80
Stephens' H. P. P. (Winnipeg)		8 30

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 63
3 to 5 bbls.....	0 59	0 62
6 to 9 bbls.		0 61

LINSEED, BOILED.

Single bbls.	0 63	0 66
3 to 5 bbls.....	0 62	0 65
6 to 9 bbls.....		0 6

MURESCO.

Tints in 5 lb packages, per 100 lbs. $5.40.

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Per barrel 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums ..	2 60	2 70
Bladders, in bbls....	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans, $2.10.

Mar-Not	2 70
Cumoff	2 10

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
5 gal.	0 69	0 74
Pure, single bbls....	0 6[illegible]	0 67
2 to 4 bbls.....	0 63	0 66

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 50
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 75
No. 1 orange shellac varnish, bbls.	1 60

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08½
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls..	1 00

ZINC (DRY).

Extra Red Seal, V.M..... 0 07½

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 05¾



SHERWIN-WILLIAMS PAINTS

For all kinds of Good Painting

Did you ever realize the number of people who read Sherwin-Williams bulletin boards each day?

These boards are situated along Canada's railroads near the large cities, where they are read by thousands of people. In this way the Sherwin-Williams Co. are keeping their name and trade-mark before the buying public with the result that the sale of Sherwin-Williams Products is increasing steadily year by year.

Are you sharing in the profits of this steady increase? If not, start now.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS. CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard "double," 60 and 10 per cent. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.

	Gal.-Tin.	vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal.,dome top	5 10	7 35
Five gal., dome top	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00
Asbestos Sad Irons.	
No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

GALVANIZED PIPE.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 75	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish, bbls.	2 00	
Pure orange shellac varnish, bbl	1 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

WHITE LEAD.
Ground in oil, $8.50 to $9 per 100 lbs., in 25 lb. irons; some houses are quoting grades as high at $9.30.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs. No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

HARVEST TOOLS.
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.-20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

THE PREMIUMS WE OFFER

To the Purchasers of Trimo Tools Are

STRENGTH ***ECONOMY*** ***DURABILITY***

One-Quarter of a Century of Wrench Production Is Behind Us.



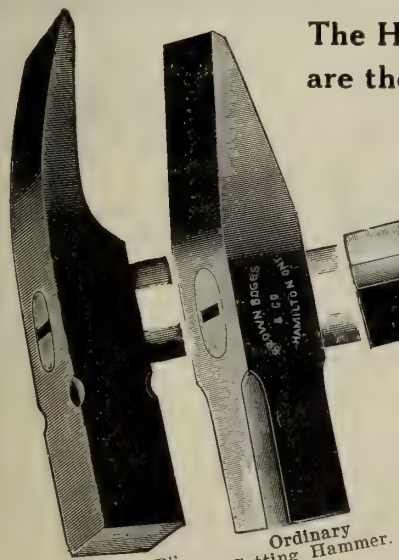
Trimo Pipe Wrench.

MANUFACTURED BY

THE TRIMONT MFG. CO., 55-71 Amory St., Roxbury (Boston), Mass.

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The Hammers that give the Best Satisfaction are the "B.B." Quality.



Style "BB" Setting Hammer.

Ordinary Setting Hammer.



Riveting Hammer

Raising Hammer.

You Will Never Regret the Purchase of a "B.B." Wire and Rod Cutter.

The Machine illustrated will cut ⅛, 3-16 and ¼-in. wire or rods. It is small and does not take up any room. Can be put on the corner of a bench and never be in the way. Our heavier machines for heavy work run in size accordingly. They are the MOST EFFICIENT AND DURABLE Wire and Rod Cutter on the market to-day. Information and prices on request.



No. 60 "BB" Wire and Rod cutter.

The Brown Boggs Co., Limited Hamilton, Canada

Tinsmith Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, Etc.

Western Representatives: Messrs. Bissett & Loucks, Winnipeg and Edmonton



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—and the biggest profit-maker for the paint dealer. This is the complete line—the right finish for every purpose—and a strong guarantee for every can.

It is not our intention to disturb satisfactory relationships—but if you think paint *ought to make more money for you* than it does now, write us.

We believe we have the right answer.

A. Ramsay & Son Co. Montreal

ESTABLISHED 1842

USE **"MAPLE LEAF"** BRANDS

LINSEED OILS

Our Guarantee of absolute purity goes with every shipment

If your jobber does not handle them write direct to our nearest Mill

THE CANADA LINSEED OIL MILLS LIMITED — MANUFACTURERS OF — WARRANTED PURE LINSEED OIL — TRADE MARK — MONTREAL & TORONTO.

The Canada Linseed Oil Mills Limited

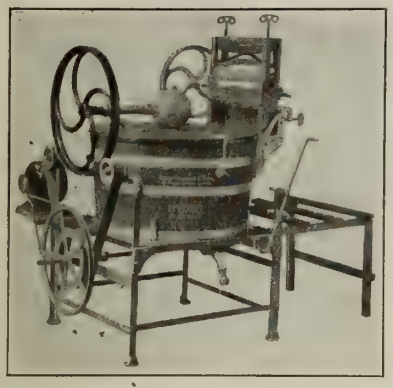
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Maxwell

HYDRO ELECTRIC BENCH WASHER?

HERE'S an excellent selling line for your better-class trade — a washer and wringer combined. The Maxwell "Hydro" is operated by a one-eighth horse power motor which can be attached to any ordinary lamp socket. Wringer can be thrown in or out of gear as desired. Always under perfect control. Can be operated by gasoline engine if required. Washes the most delicate fabrics without injury.



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Easy profits come from handling leaders — the goods that, at the moment, are accepted generally as the best of their class. A leader is our

GREYHOUND GLASS CUTTER NO. 300

Its selling force lies in the fact that it is a really first-class tool, yet is offered at a popular price—an irresistible combination. A feature of this Cutter is the unusual temper of the cutting wheels, which have a cutting capacity far in excess of that of other Cutters offered at or about the same price.

You would have no trouble in selling these Cutters because they offer an exceptional value.

Write us, and we'll send details and a copy of our New Dealers Catalogue.

MILLERS FALLS CO.,
Millers Falls, Mass.

BROOMS OF QUALITY

Try our

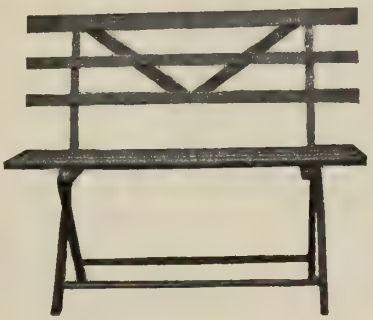
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Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

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Lawn Seats



Attractive and very durable

Made of good, strong beech. Seat and back slats are screwed firmly to the supporting frame. Frame painted red or green—balance, natural wood varnished. Tied two in a bundle.

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Metallic Nickel

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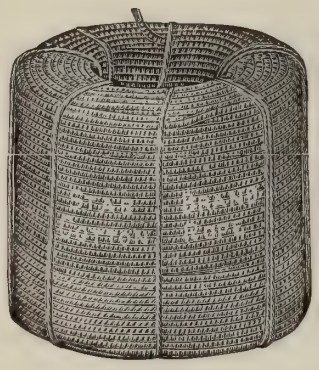
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Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

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SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

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"On to Toronto!"

YOU have doubtless noted with gratification the great movement for honesty and square dealing which is revolutionizing American and Canadian business methods. Our goods, our salesmanship and our advertising are being cleansed and vitalized by the spirit of truth and sincerity.

As a result, we see a growing public confidence in manufactured products and their advertising — a confidence which, if preserved and fostered, will decrease our costs, increase our profits, and become a business asset of incalculable value.

Foremost in the fight which has brought about this revolution stand the Associated Advertising Clubs of America, whose emblem is shown above. If you are a business man, interested in the manufacture, distribution, or selling of commodities of any nature, you should attend the Tenth Annual Convention of the A. A. C. of A. at

TORONTO

June 21-25, 1914

At this Convention you will hear the inspiring story of the manner in which these tremendous reforms are being effected. More than this, you will hear the problems of distribution, merchandising, salesmanship and advertising discussed by able and successful business men, in a series of open meetings.

These meetings will cover the questions of chief interest to the 10,000 business men comprising the 140 clubs of the A. A. C. of A. —*your own* problems included.

EDWARD MOTT WOOLLEY, the famous writer on business topics, has written a booklet entitled "*The Story of Toronto.*" This booklet describes in a forceful, intensely interesting manner, the wonderful work the A. A. C. of A. are doing for clean advertising and square business methods, and the significance and importance of the Toronto Convention. This booklet will be sent free to all business men asking for it on their business stationery—together with detailed facts as to the convention programme and rates for accommodations.

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ASSOCIATED ADVERTISING CLUBS OF AMERICA

TORONTO CANADA

The PULL-EASY Garden Cultivator



IT IS ADJUSTABLE TO ANY WIDTH ROW

This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

For Sale by all Leading Canadian Jobbers.

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BUTLER'S FAMOUS SHEFFIELD CUTLERY & PLATE



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George Butler & Co. Ltd. SHEFFIELD, ENGLAND and 62 HOLBORN VIADUCT, LONDON, E.C.

Full Line of Samples at 70 Lombard St., Toronto. G. A. Marshall

FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.

Canada Wire & Iron Goods Co.
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"**Certain-teed**" Roofing.
Casco Brand Roofing.
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Structural Waterproofing — **Engineers and Contractors**

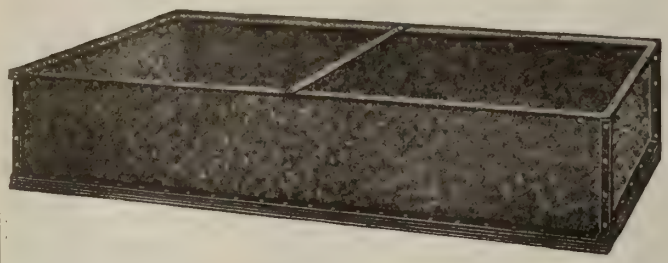
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Prices and samples on request. We carry a large stock and can make immediate shipments.

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GALVANIZED STEEL TANKS

WAYNE GALVANIZED STEEL TANKS for stock watering are far superior to the old-time wooden tanks.



WAYNE TANKS will stand the roughest usage. Will not dry up and leak in summer or freeze and burst in winter. Always easy to move wherever the supply of water may be.

THERE IS GOOD MONEY in it for you to handle the WAYNE line.

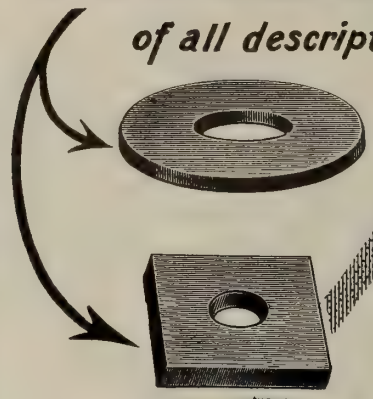
Catalogue and prices furnished on application.

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Wrought and Steel Plate WASHERS

of all descriptions



Annealed
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Felloe Plates

Sheared and
Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

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The most reliable extension ladder offered to the trade to-day. Made of clear yellow pine with hardwood rungs. Reinforced with wire let into a groove on the back of the ladder. One of the principal features of our ladder is the heavy malleable iron castings bolted on the sides which have given satisfaction for years. Stock sizes 20 to 40 ft.

Write for catalogue and prices for step ladders, bake boards, skirt boards, curtain stretchers and other woodenware.

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Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.



Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

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The
R. McDougall Co., Limited
GALT, CANADA

GLASS

of
every description
for building purposes

Sheet, Plate, Figured
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A trial will convince you that our quality, prices and service are a triple combination hard to beat.

The Consolidated Plate Glass Company of Canada, Ltd.

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Sell

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They go splendidly with Cobblers' Outfits.

Star Brand Soles are made from our own leather and we guarantee them to outwear all others.

Stock them now! Soles will come to your liking and sales surprise you.

Beardmore & Co.

TANNERS

Toronto Montreal



It is time you ordered your scythes and reaping hooks. We have the usual Canadian models, finishes black, bright, red or blue. We make 30 kinds of scythes for different parts of the world. There are 40 kinds of reap hooks, either riveted or screwed, and in a variety of sizes.

Only one quality, "the best"—guaranteed on every tool bearing our name and trade-mark.

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Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

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Millbury, Mass., U.S.A.

The Same Day

AS WE RECEIVE YOUR ORDER FOR ALUMINIUM INGOT, SHEET, TUBE (STOCK SIZES), MATTING, WIRE, ROD, SECTION, ETC., YOUR GOODS ARE DISPATCHED. GET THE B.A. SERVICE!

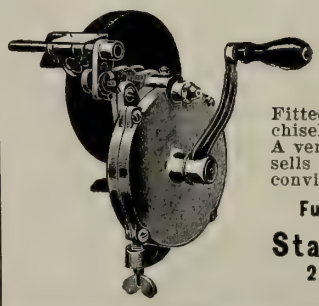
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Limited
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60 W. Front St. Toronto



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No. 30

EASY SELLERS

Absolutely noiseless, oil-retaining, dustless, fast and easy running; made for both sickle grinding and tool grinding. No. 30 is fitted with a large sickle wheel, 4¼" in diameter, with malleable iron attachments. **We have a full** line of worm-gear **Ball Bearing** grinders. **Write for full information.**



PERFECTION GRINDER No. 2

Fitted with a combination tool rest, chisel holder, etc.
A very practical size machine, and it sells well everywhere. A trial will convince you.

Full Information at your request

Star Specialty Mfg. Co.
227 West Erie Street, CHICAGO

MAYMORE



This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the
Wall, Table or Floor



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Thomas W. Kirby
75 Yonge St. Arcade
TORONTO

MAY & PADMORE Ltd BIRMINGHAM ENG.

Trade Mark



Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keenness of edge.

SCHRAMBERGER UHRFEDERNFABRIK,
G.m.b.H.
Manufacturers of Safety Blades
SCHRAMBERG WURTEMBERG GERMANY

The Joy of a June Bungalow Home

Summer days in a bungalow, whether in the city or country, are always pleasant.

June MacLean's carries a well-illustrated article on attractive Bungalow construction. The plans contain many ideas of eminent use to the family at this time when plans are being perfected or made anew for the summer living.

The suburb's life in a bungalow all the year round is also a proposition worth considering. This article is by one who has been asked to edit the Government bulletin on the subject and so is authoritative.

There are, besides, a full list of extra choice subjects, all well illustrated for this month. The Review of Reviews is particularly good, giving you the best from the world's periodicals.

Here are some of the other leaders of the June issue:

Nationalizing Medicine.
Boss Bowser of British Columbia.
A Waltz to Fortune.
Efficiency in Business.
The Ulster Leader.
Five Short Stories.

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Atlas
10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

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NEW GLASGOW, N.S.
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OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery.
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The Condensed Ads. in this Paper will bring good results

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ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

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Owned and operated by Nicholson File Co.

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We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

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Manufacturers of

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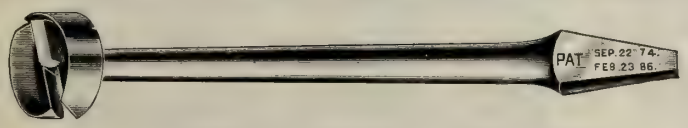
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

ROOFING *of Quality*

"BLACK CAT" "GOOD LUCK" "McCOMB'S SPECIAL" } RUBBER ROOFINGS

Write for Prices.

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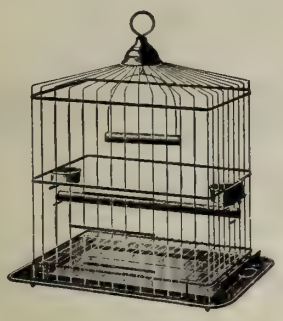


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Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



No. 1902. Brass.
No. 130. Tinned.
3 sizes.

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A WORD FOR QUALITY

PARROT CAGES

The season is on for parrots. For the next three months young parrots are in great demand. The "HENDRYX" cage has never been equaled. Every wire being riveted to each rail affords positive security for keeping the birds.

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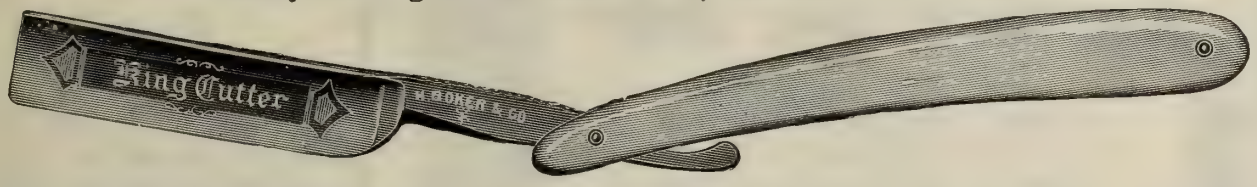


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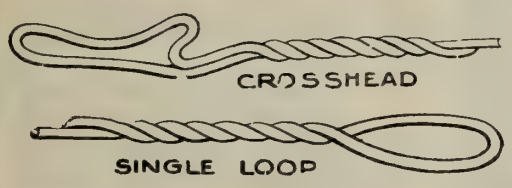
Is Cutlery which gives Full Satisfaction, and Holds Your Customers



"Tree" Brand Cutlery is far superior to other cutlery, will give more satisfaction than any other make, and is gunarateed. This beautiful razor is one of Boker's skill in razor making. Ask your jobber to show you "Tree" Brand Cutlery.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

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Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

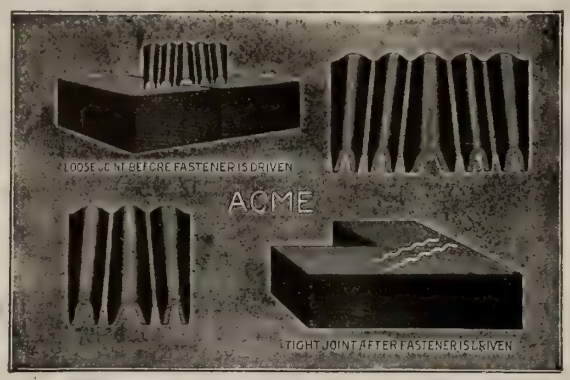
This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

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For nailing door frames and picture frames

and for all general household purposes.
Packed 100 in a carton—100 cartons in a case called **"Handy Assortment."**
Assortment consists of 10 cartons ¼-in. x 5—30 cartons ⅜-in. x 5—30 cartons ½-in. x 5—30 cartons ⅝-in. x 5.
Write Canadian Representatives for **Prices and Samples**, or direct to us.

Makes work easy and strong, tight joints

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is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

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Why buy the "Near" Brand when the "Best" is Procurable?

The L. Martin Co.

Old Standard, Eagle Pyramid and Globe

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IS THE BEST AND HAS BEEN FOR OVER SIXTY YEARS.

When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

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Satisfied Customers Quick Turnover

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STILL'S

AXE AND PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

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ST. THOMAS, ONTARIO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

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COPPERINE
CANADIAN MADE AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

FINE LAMP BLACKS

The only original Germantown
BEAR BRAND
WILCKES, MARTIN, WILCKES CO
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Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
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THAT'S SUFFICIENT
SEND FOR CATALOG TO
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.


Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
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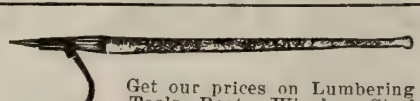
BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

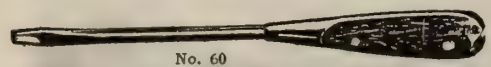
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—IN—
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ONCE USED, ALWAYS USED.


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The Best in the Market. Send for catalogue.
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Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.

No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

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ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

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The excellent design and finish of our refrigerators make them appeal instantly to anyone contemplating the purchase of a refrigerator.

The mineral wool insulation, which is the best known non-conductor of heat or cold, effects a great saving of ice.

No odors. Dry air. Perfect circulation.

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Trimmings, shelves and castors are latest designs.

Complete satisfaction guaranteed.

Profits are good.

Write to-day for full information.



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Write for sample copy and our subscription offer.

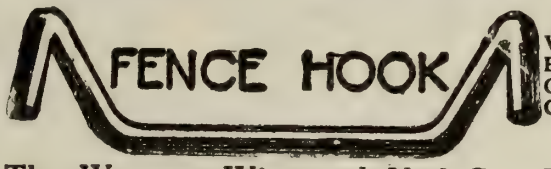
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Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



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WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

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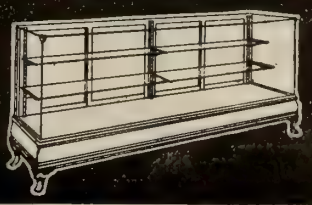
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No live dealer is without it. The demand is increasing every day.
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FORD AUGER BIT COMPANY, - Holyoke, Mass.



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Write to-day for Catalogue and Prices.
PEASE FOUNDRY COMPANY
Limited
Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton, Montreal.

Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



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261 King St. West
TORONTO

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion. 5c. additional each insertion when Box Number is required. Each figure counts as one word.

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CLERK WANTED — MUST BE THOROughly reliable. H. Stainton, 44 Vaughan Rd., Toronto.

WANTED IMMEDIATELY, GOOD EXPERIenced Hardware Clerk. Must be a salesman and good stock keeper. State salary and send copy of references. Box 104, Hardware and Metal, Toronto. (22)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—GOOD, BRIGHT, STRONG BOY with one year or one year and a half's experience in hardware business. State salary wanted, and apply, with references, to J. M. Adam, St. Marys.

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WANTED — A FIRST-CLASS SALESMAN who works the retail hardware trade in Ontario to handle a side line of padlocks, night latches and brass hardware. Must have references. Address The Safe Padlock & Hardware Co., Lancaster, Pa., U.S.A. (21)

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HARDWARE BUSINESS, COUNTY WELlington—stock sixty-five hundred; turnover nineteen thousand; profits fifty-seven hundred. Stock clean and well balanced. Other interests force this on the market. Wholesale and bank references. Book will verify the above figures. Write first to Box 106, Hardware & Metal, Toronto. (21)

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

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HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

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Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

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This washer is white enamel and gold bronze. The finish makes it distinctive and very attractive. Many customers will buy from appearance alone. But back of this dress is durability and simplicity that guarantee complete satisfaction. Every user is a booster.



There is big money in White Dove Sales. **Let us put our proposition before you. Write!**

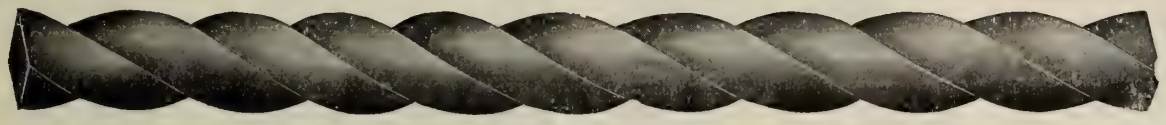
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Square, Cold Twisted, Steel Bars for Concrete Work

Mild Steel Bars, shapes of all kinds, Angles, Tees, Zeds, Channels, I Beams, Zores Beams, Plates, Checkered Plates, sheets of all kinds, Toe Caulk, Tire and Sleigh Shoe Steel, Stay Bolt and Refined Iron, Wheel Tires, Hammered Steel Forgings and Shaftings up to 70 tons.

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Carrying in stock over 300 of their shapes, for the manufacture of Fireproof Buildings, Warehouses, Residences, Folding Gates, Store Fronts, Marquise Elevator Cages and Enclosures, Bridges, Steel and Concrete Stairs, Railings, Iron Door Frames, etc. **MANNSTAEDT & CO.** specialize in Special Rolled Steel Sections and will cut rolls for any reasonable quantity. Rolling programme now consists of about 7,000 different shapes.

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London Rolling Mills Co., London.

Bale-Ties.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.

Bath Room Fittings.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.
Novelty Mfg. Co., Waterbury, Mass.

Batteries and Accessories.
Northern Electric Co.

Bells.
Taylor Forbes Co., Guelph.

Bells, Electric.
Northern Electric Co.

Belting.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Dominion Belting Co., Hamilton, Ont.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles.
Bown Mfg. Co., Birmingham, Eng.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendryx Co., New Haven, Conn.

Bits.
Ford Auger Bit Co., Holyoke, Mass.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Binder Twine.
Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.

Bolts and Nuts.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.

Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
The Steel Company of Canada, Hamilton.

Box Strapping.
Acme Steel Goods Co., Chicago.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks.
Acme Steel Goods Co., Chicago.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Guelph.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chadwick Brass Mfg. Co., Hamilton, Ont.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton.

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
North Bros. Mfg. Co., Phila., Pa.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Evered & Co., Birmingham, Eng.
Howland, H. S., Sons & Co., Toronto.
Lawson Mfg. Co., Chicago.
May & Padmore, Birmingham, Eng.
Miller, Morse Hdw. Co., Winnipeg.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous-Acme Mfg. Co., Des Moines, Iowa.
Winnipeg Paint & Glass Co., Winnipeg.

Buildings, Metal.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Burrs.
P. L. Robertson Co., Milton.
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

Butts.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous-Acme Mfg. Co., Des Moines, Iowa.

Butts and Hinges.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
Montreal Hardware Mfg. Co, Montreal.
Taylor-Forbes Co., Guelph, Ont.

Butts, Spring.
Chicago Spring Butt Co., Chicago.

Calipers.
L. S. Starrett Co., Athol, Mass.

Calks.
Neverslip Mfg. Co., New Brunswick, N.J.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

Canada Plates.
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
B. & S. H. Thompson & Co., Montreal.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Ceilings, Metal.
Metal Shingle & Siding Co., Preston, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pedlar People, Ltd., Oshawa.
McFarlane, Douglas & Co., Ottawa.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Canada Cement Co., Montreal.
Alfred Rogers, Ltd., Toronto.
Saskatchewan Glass & Suply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.

Cement Working Tools.
The Adamite Wheel & Mfg. Co., Hamilton.
T. Slack & Co., Toronto.

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.
Oneida Community, Oneida, N.Y.
Standard Chain Co., Pittsburgh, Pa.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

Chafing Dishes.
Landers, Frary & Clark, New Britain.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's.

Chutes.
O-Rib-O Mfg. Co., Winnipeg.

Clippers, All Kinds.
American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago.

Clocks.
The Western Clock Co., La Salle, Ill.

Clothes Pins.
Wm. Cane & Sons Co., Newmarket, Ont.
Meakins & Sons, Hamilton.

Clothes Driers.
Cummer-Dowswell, Ltd., Hamilton.

Clothes Line.
Hamilton Cotton Co., Hamilton, Ont.

Clothes Wringers.
Cummer-Dowswell Ltd. Hamilton, Ont.
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City

Coffee Percolators.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.

Colors, Dry.
A. Ramsay & Son Co., Montreal.
Canada Paint Co., Montreal.
G. F. Stephens & Co., Winnipeg

Cold Rolled Strip Steel.
Acme Steel Goods Co., Chicago.
The Morris & Bailey Steel Co., Pittsburgh, Pa.
The Stanley Works, New Britain, Conn.

Conductor Pipe.
Metal Shingle and Siding Co., Preston.
O-Rib-O Mfg. Co., Winnipeg.
The Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

Cord, Wire Picture
The Anderw B. Hendryx Co., New Haven, Conn.

Cordage.
Hamilton Cotton Co., Hamilton.
Independent Cordage Co., Toronto.
Consumers Cordage Co., Ltd.
Scythes & Co., Toronto.

Cornices, Metal.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pedlar People, Ltd., Oshawa.

Corrugated Fasteners.
Acme Steel Goods Co., Chicago.

Cotton Duck.
Scythes & Co., Toronto.

Cotton Wipers.
Scythes & Co., Toronto.

Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls.

Cultivators, Hand.
C. S. Norcross & Sons, Bushnell, Ill.

Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan, & Son.
Dorken Bros. & Co., Montreal.
Henderson & Richardson, Montreal.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co., St. Louis.

Door Bolts.
Montreal Hdw. Mfg. Co., Montreal.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Wm. Newman & Sons, Birmingham, England.

Doors, Screen.
Sanderson, Harold Co., Paris.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E, & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
Taylor Forbes Co., Guelph, Ont.

Drawer Pulls.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Drills, Brick and Stone.
Whitman & Barnes Mfg. Co., St. Catharines.
Wilt Twist Drill Co., Walkerville.

Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Northern Electric Co.

Dustless Dusters.
Channell Chemical Co., Toronto.

Dustless Mops.
Channell Chemical Co., Toronto.

Eavetroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
Pedlar People, Ltd., Oshawa.
E. T. Wright Co., Ltd., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Elbows.
O-Rib-O Mfg. Co., Winnipeg.
E. T. Wright Co., Hamilton.

Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
Renfrew Electric Co., Renfrew.
Flexible Conduit Co., Guelph, Ont.
Ideal Electric Mfg. Co., Wallaceburg.

Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Electric Irons.
Chicago Flexible Shaft Co., Chicago.
Flexible Conduit Co., Guelph, Ont.
Renfrew Electric Mfg. Co., Renfrew, Ont.
Ideal Electric Mfg. Co., Wallaceburg, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Mfg. Co., Toronto.

Electricians' Supplies.
Northern Electric Co.

Emery Cloth.
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery Wheels.
The Adamite Wheel & Mfg. Co., Hamilton.
Jno. Oakey & Sons, Ltd., London, Eng.

EMPIRE FOOT-POWER GRINDERS

Made in Canada



Empire Foot-Power No. 2 Grinder, with Drilling Attachment.



No. 3 Empire Foot-Power Grinder, without Drilling Attachment.

The most powerful Foot-Power Grinder on the market; has set of roller bearings and cut gear; wheel 8" x 1¾"; 300 revolutions per minute attained by a simple and easy movement of the foot.
For Grinding Drills, Castings, Machine Parts, and Tools of all kinds.
The Drilling attachment with drill holes up to ¾".

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Hamilton, Ont.

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Padlocks—three big helps!



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Advertisements that will get attention and hold it until you have said your say. In plate form all ready to print, or just the pictures, as you prefer. The use of these advertisements will bring new and old customers into your store.

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The magazines each month carry the Yale story into the homes of those whom you sell. We are making the name "Yale" a selling force for you. Nothing on your shelves is better known and more highly thought of by the trade you seek than Yale Products. Our advertising has been largely responsible for this.





ATTRACTIVE CAR CARDS

Signs for your street cars, playing up the Yale goods you sell, have a wonderful trade-pulling power. They catch the man who needs a lock, a night latch or a door closer going and coming and send him to your store. They make our *national* Yale advertising a *local* Yale advertising. We'll furnish the cards if you'll furnish the street cars.

Three other important ways in which we help you to sell more Yale Products are with Window Displays. Clever Lantern Slides, and Display Boards. Ask our Dealer's Advertising Service to send you detailed information about any or all of the above.



Canadian Yale & Towne Limited

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware and Door Closers.

GENERAL OFFICES and WORKS
ST. CATHARINES, ONT.

14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

Forestville, Ont., Jan 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooner

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.

Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition. Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario

CLASSIFIED LIST OF ADVERTISEMENTS

Enamels.
Canada Paint Co., Montreal.
Glidden Varnish Co., Toronto.
Martin-Senour Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Enameled Ware.
Hoods, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Fasteners, Storm, Sash & Screen.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.
Banwell Hoxie Wire Fence Co., Hamilton.

Filters.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Firearms and Ammunition.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C., Co., Windsor, Ont.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.

Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.
Taylor Forbes Co., Guelph, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Fishing Tackle.
Abbey & Imbrie, New York.
Andrew B. Hendryx Co., New Haven.

Flags.
Scythes & Co., Toronto.

Flashlights, Electric.
Northern Electric Co.

Flint Paper.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers.
Landers, Frary & Clark, New Britain.
D. Maxwell & Sons, St. Mary's.

Forgings.
The Steel Co. of Canada, Ltd., Hamilton.

Fuel Chutes.
Galt Stove & Furnace Co., Galt.

Furnaces, see Stoves.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
E. T. Wright Co., Ltd., Hamilton.

Galvanized Iron.
O-Rib-O Mfg. Co., Winnipeg.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pedlar People, Ltd., Oshawa.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Steel Tanks.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
Metal Shingle & Siding Co., Preston.

Galvanized Ware.
H. S. Howland Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

Garden Cultivators.
C. S. Norcross & Sons, Bushnell, Ill.
S. L. Allen Co., Philadelphia.

Garden Tools.
The Adamite Wheel & Mfg. Co., Hamilton.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gas Engine Silencers.
Maxim Silencer Co., Hartford, Conn.

Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gauges.
L. S. Starrett Co., Athol, Mass.

Glass.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.
B. & S. H Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.

Glass Paper.
A. Ramsay & Son, Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Taylor & Thompson, Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnston, Birmingham.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.

Hammers.
Double Claw Hammer Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.

Hangers, Storm Sash and Screen.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous Acme Mfg Co., Des Moines, Iowa.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
The Steel Co. of Canada, Ltd., Hamilton.
Taylor Forbes Co., Guelph, Ont.

Hooks, Moulding.
The Andrew B. Hendryx Co., New Haven, Conn.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.

Ice Cream Freezers.
Wm. Cane & Sons Co., Newmarket, Ont.
McClary's, London, Ont.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Japans.
A. Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.

Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
McFarlane Ladder Works, Toronto.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Ontario Lantern & Lamp Co., Hamilton, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's.
S. P. Townsend & Co., Orange, N.J.
Taylor Forbes Co., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines

Lawn Settees.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain.

Linseed Oils.
Canada Linseed Oil Mills, Toronto, Montreal.

Locks, Knobs, Escutcheons, etc.
Belleville Hdwe. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
Taylor Forbes Co., Guelph, Ont.

Lumbering Tools.
Argall Bros., Three Rivers, Que.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
Stanley Rule & Level Co., New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton.
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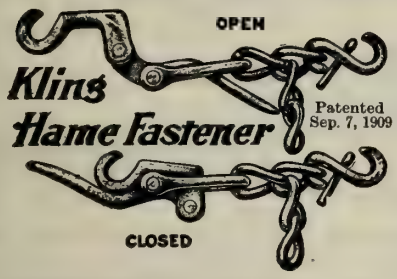


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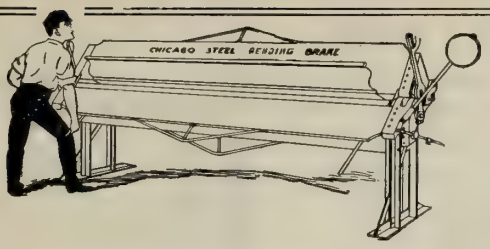
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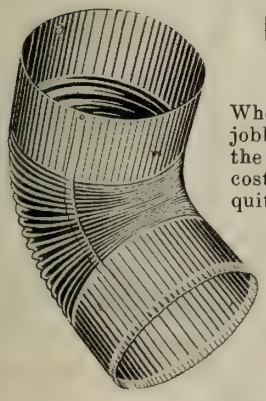
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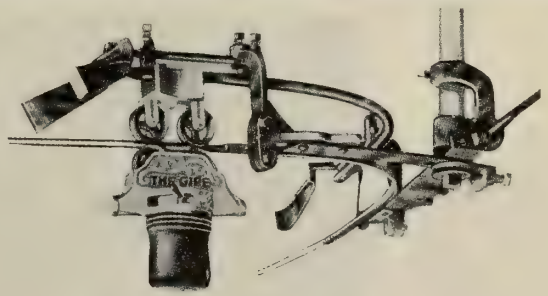
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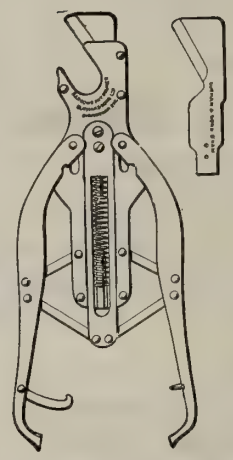
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BIG

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.



THE "BARROWS" PRUNER

Special Features:—

A perfectly easy and smooth "draw-cut" action.

Immense power by lever blade and toggle motion.

Detachable blades.

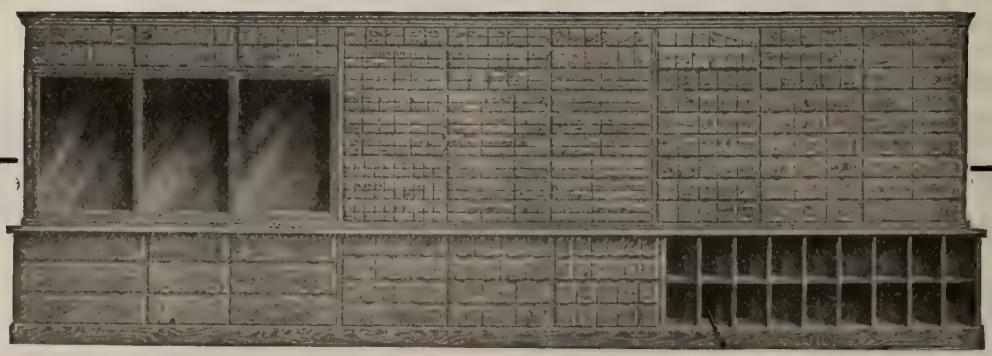
The only pruner that does not pinch or squeeze the shoot.

Made by Burman & Sons, Limited, Birmingham, England.

Trade supplied by

B. & S. H. THOMPSON & CO. Limited

MONTREAL



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

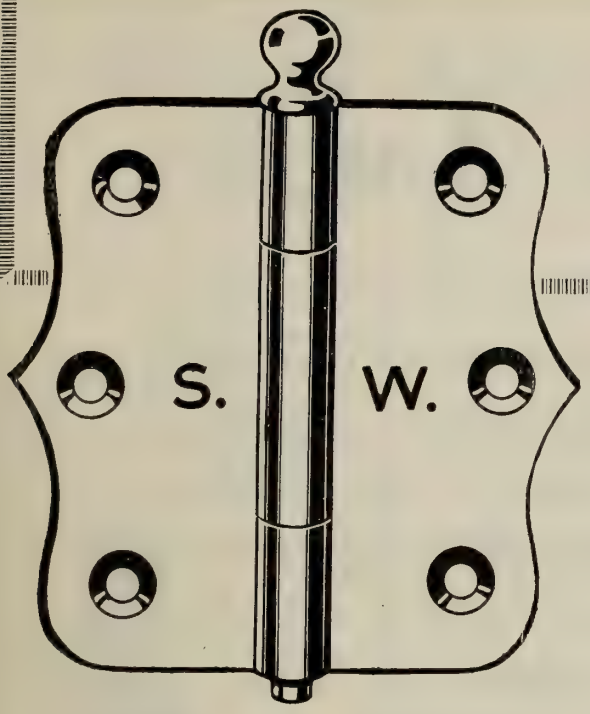
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

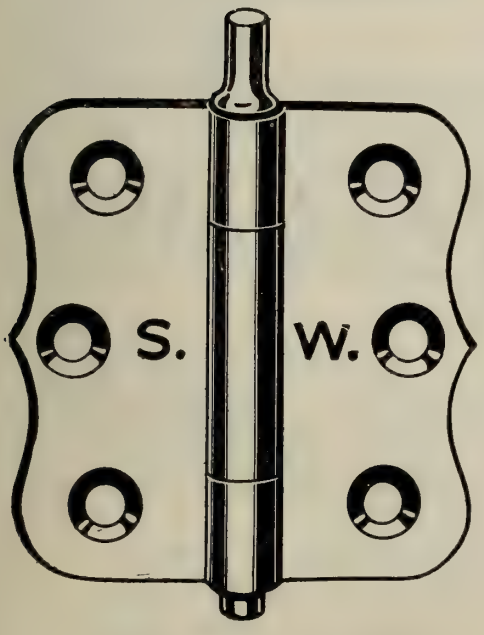
Cameron and Campbell, - Toronto

STANLEY

WROUGHT STEEL
SCREEN DOOR BUTTS



1751 Full Size



1753 Full Size

These ornamental wrought steel loose pin butts conform to the same high standard of excellence maintained by other Stanley Products.

They are applied to the surface of the door, thus saving the time required in mortising. Their finished appearance adds greatly to the attractiveness of any entrance.

When the butts are once applied it is not necessary to remove the screws. By merely slipping out the pins the door is easily taken off and can be as readily re-hung when necessary.

These butts can be furnished in Japan, Antique Copper, Dull Brass or the anti-rust "Stanley" Sherardized finish for outdoor work or damp climates, as it absolutely prevents rust.

Packed One-Half Dozen pairs in a box with screws. Weight per dozen pairs with screws: No. 1751, seven pounds; No. 1753, five and one-quarter pounds.

Do not delay ordering at once from your Jobber, for it's time your order was placed for screen door butts. If he cannot supply you, **we** will **quickly** do so.

MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT.

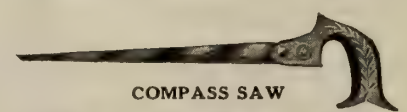
NEW YORK. Canadian Representatives: A. MacFarlane & Co., Coristine Bldg., Montreal CHICAGO

Ross Rifle Luck

Users of "Ross" Rifles invariably comment on their good luck, because the power is such that judging of distance is scarcely necessary, so if game is **seen**, it can be **hit** and **bagged**. Dealers are wise to order early, as, despite increased facilities, it is difficult to keep up with orders.

ROSS RIFLE CO. Quebec

ATKINS' STERLING SAWS



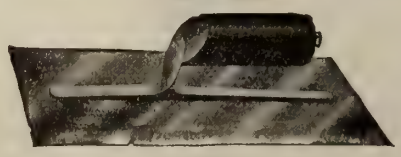
COMPASS SAW



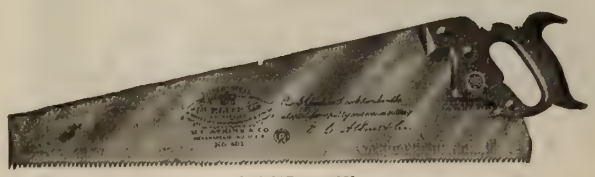
NEST OF SAWS



BACK SAW



TROWEL



HAND SAW

The Big sensation at the Ottawa Convention. Justly popular—because they bring a fair profit.

We have an interesting proposition to make to all progressive merchants. Won't you let us hear from you?

E. C. ATKINS & CO.

Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
Vancouver Branch—109 Powell St.

"Frost King" Babbitt Metal

Good to sell because it's good

(Made in Canada)

The quality of this babbitt is exceptionally high.

It is the result of over 35 years' experience in the careful selecting and compounding of stock.

You'll fill all demands for babbitt metal to the greatest satisfaction of buyers if you sell "Frost King."



Hoyt Metal Co., Toronto, Ont.

New York, N. Y.; London, Eng.; St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL LUFKIN GOODS

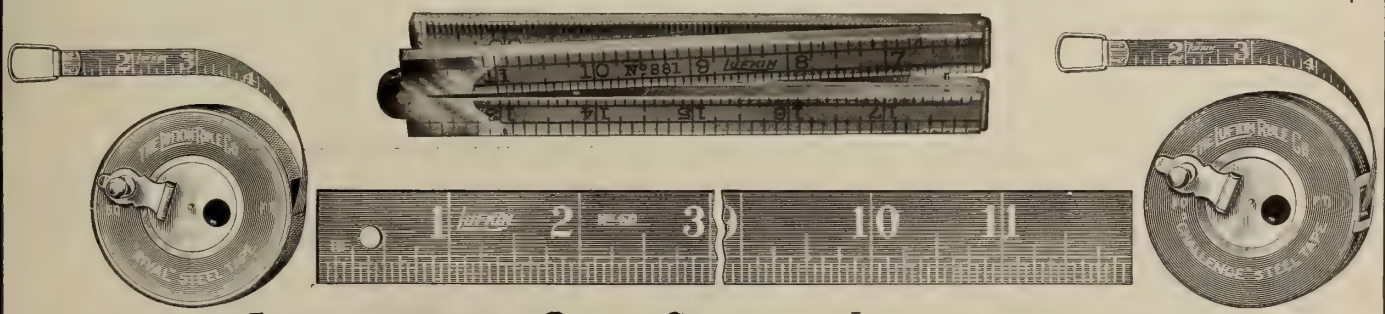
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

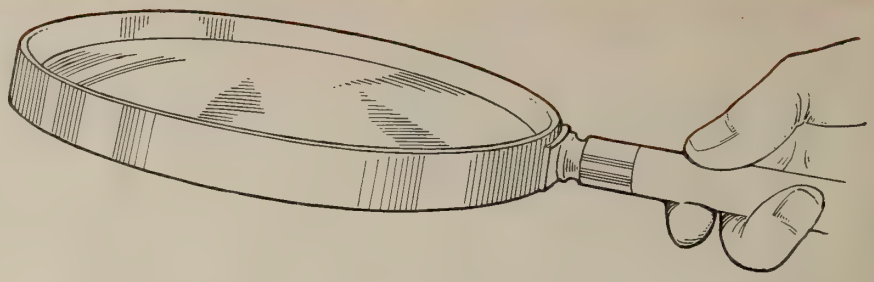
THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock LUFKIN Goods



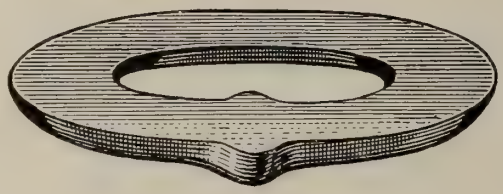
THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

Inside Information on Electric-Welding

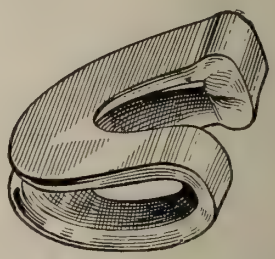


Test No. 1. Take a link of McKinnon electric-welded chain, saw it in two and examine the welded junction under a microscope.

You will find it exactly the same fibrous condition of material at the weld, that will be found at any other part of the chain link.



The chemical union of fibre is absolutely perfect and were it not that the swell (design patented) shows the junction point, it would be impossible, otherwise, to ascertain the point of welding.



Test No. 2. Take the half link, bend the ends back in a vise until they meet and examine the weld again, to find that this severe test has been withstood perfectly.

Test No. 3. Order McKinnon Electric-Welded Chain and try it for any use. It's made in Canada at St. Catharines, Ont.

ON EVERY SIDE

Many of the hardware dealers in this good land are literally surrounded by boat-builders. Some are building for the fun of it—some, for their daily bread. All of them will need hardware and so will be glad to use

McKINNON BOAT TRIMMINGS

They are carefully made and you can sell them with confidence, for they will give perfect satisfaction. The boat-builders are about ready to buy our locks, rudder hooks, painter clips, etc. It's time to order. Write us at once.

McKinnon Dash Company, St. Catharines, Ont.

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 23

June 6 1914

ASHDOWN'S WATER SUPPLY SYSTEMS

Convenient DIAMOND A BRAND ASHDOWN'S GUARANTEE *Reliable*

For country homes, farm use, summer resorts and isolated public and private institutions. Power and hand operated.

Any Dealer can Sell and easily Install these Systems.



Running water is no longer a luxury. A system for every condition and every purse.

Affords fire protection and modern conveniences.

A country home with the modern conveniences of up-to-date plumbing and running water

Until recently, only those that were within reach of a city water supply were able to enjoy these conveniences, but with the aid of the Pneumatic Water Supply Systems, this condition of things has been changed.

A request will bring to you a supply of free booklets with your name printed on the front cover for distribution among your customers.

The J. H. ASHDOWN HARDWARE COMPANY, LIMITED

CALGARY WINNIPEG SASKATOON

15,342	Users of	1847 ROGERS BROS.
807	" "	.....
291	" "	.....
259	" "	.....
226	" "	.....
161	" "	.....
230	" "	.....
97	" "	.....
97	" "	.....
1,098	" "	.....
2,035	" "	.....
20,899	Total Users of Silverware	

In a circular recently issued by a well-known publication* is printed the result of inquiries among a list of its subscribers.

Of the **20,899** who stated, in their replies, what Silver Plate they used or preferred, **15,342,** or over 73 per cent., gave

1847 ROGERS BROS.

as their choice.

This inquiry confirms similar investigations made by—

"Hoard's Dairyman" (which reported over 79 per cent. favoring 1847 Rogers Bros. Ware).

"Pictorial Review" (77 per cent).

"Toledo Weekly Blade" (85 per cent), and other publications.

Is the trade of 75 or 80 per cent. of the people worth anything to you?

If so, you should handle the brand they use,

1847 ROGERS BROS.

and let your townspeople know it.

We will supply display and advertising Helps free of charge.

Write for circular describing our methods of co-operating with the dealer.

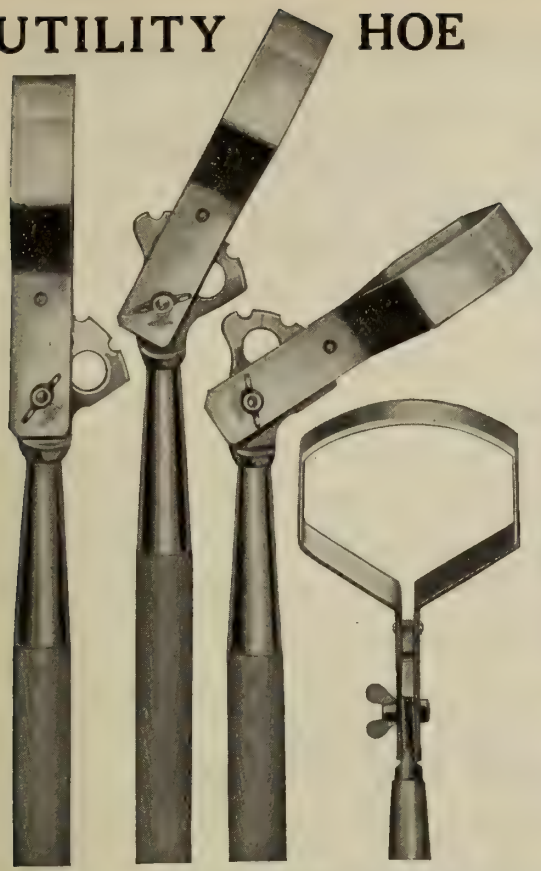
MERIDEN BRITANNIA COMPANY, LIMITED

HAMILTON, CANADA

Meriden, Conn. **Chicago** **New York** **San Francisco**

(*Canadian Home Journal, Toronto)

THE
UTILITY HOE

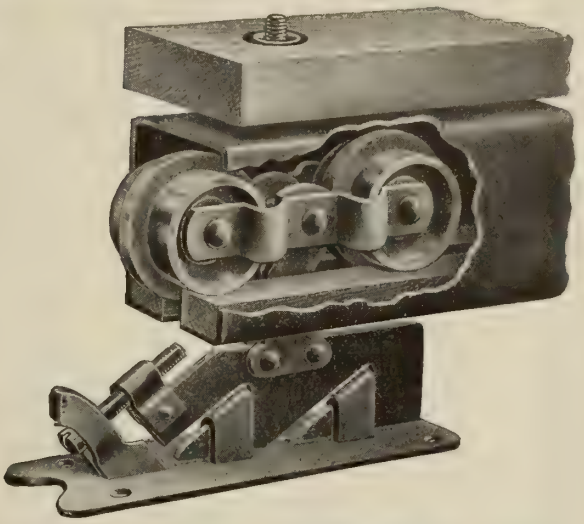


The UTILITY hoe is made in two sizes — four and six-inch blades. Each blade has two cutting edges. The blades are made of 1⅛-inch ribbon steel and can be adjusted to suit the heighth of the operator. The shank castings are malleable. Every hoe is equipped with a first-class handle.

Write for Booklet.

Henderson & Richardson — Board of Trade Bldg. Montreal

THREE out of every FOUR
Canadian Architects now specify



The ROYAL TROLLEY House Door Hanger.

Because it is the ONE absolutely NOISELESS Hanger, Ball-bearing and Center-hung. Header furnished. Track is removable after walls are plastered.

COMPLETE CATALOGUE ON REQUEST

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

Order Stanley No. 3000
"TWINROLD" SELF-TIGHTENING
BOX STRAPPING

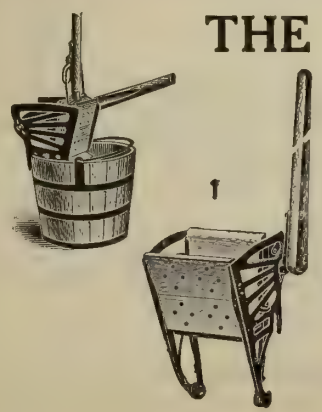
It is coiled double.
It is self-tightening.
Nails can't slip in driving.

THE STANLEY WORKS
NEW BRITAIN, CONN.
Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal.
See Page 33



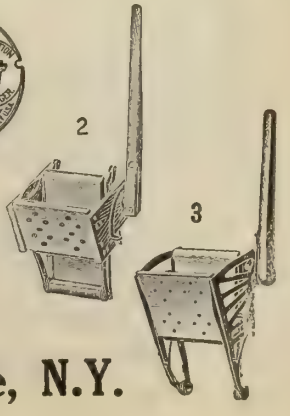
THE WHITE MOP WRINGER

always bears this trade-mark
LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.

Hardware Dealers' Supplies

Drills and Reamers
Taps and Dies
Hoisting Blocks
Grinding Wheels
Oil Stones
Vises, Anvils
Saws, Hammers, etc.,
Valves and Pipes
Pipe Fittings
Pipe Tools
Automobile Supplies
Motor Boat Supplies
Mechanic Tools
Forges, Blowers
Blacksmiths' Tools
Wrenches, Hacksaws
Trucks, Scales
Pulleys, Belting.

Most hardware dealers believe in carrying a line which will give their customers the best service for their money.

We offer you a choice from some of the best-known supplies upon the market to-day. You can always secure prompt shipment from our large stocks and save yourself the trouble and expense of passing customs entry on shipments from the United States.

Send at once for catalogue of goods you are interested in.

The Canadian Fairbanks-Morse Co., Limited

444 St. James Street, Montreal

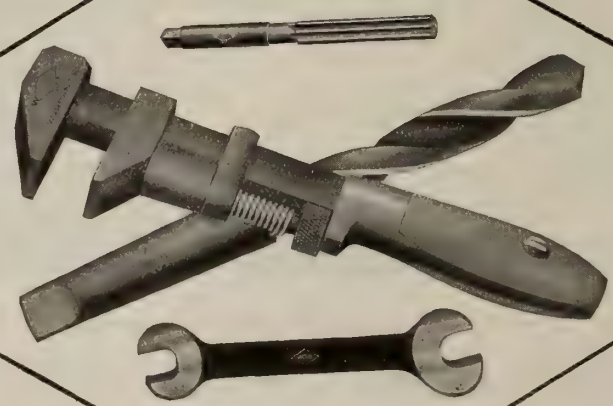
ST. JOHN OTTAWA TORONTO WINNIPEG SASKATOON CALGARY VANCOUVER VICTORIA

Canada's Departmental House for Mechanical Goods

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



W B

REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If you jobber cannot supply, write us and we will see that you are supplied. Write for catalog No. 82-G.

THE WHITMAN & BARNES MFG. CO., St. Catharines, Ont.

Established 1854. **Stocks carried at Winnipeg and Montreal.**

Better Handles —— Better Handles —— Better Handles —— Better Handles

HARVEST TOOLS

Better Handles —— Better Handles —— Better Handles —— Better Handles



We make the statement that our line of Harvest Tools have

BETTER HANDLES

than those supplied by any other jobbing house in Canada.

BEDFORD HARVEST TOOLS

have Tines of the Very Highest Grade Spring Tempered Steel; Strong Sockets and Smoothly Finished, Fine Grain Ash Handles.

Some lines are Higher in Price, but none possess Higher Quality of Steel and none with so good handles.

Many lines Inferior in both Quality and Finish are held as high in price as this well-known and deservedly popular brand.



BLACK DIAMOND
GENUINE SIBLEY GRASS SCYTHES

have attained a Wonderful Popularity, based purely on their Wearing Quality—Cutting Quality—and Correct Shape.

Every Scythe Warranted Perfect; Replaced free of Charge if Defective.

Make Up Your Specification Now

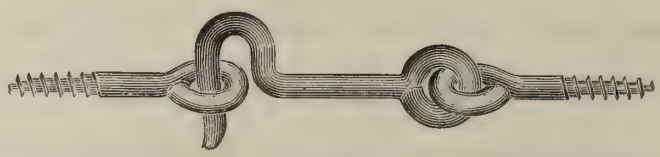


LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

The Steel Company of Canada, Limited

Hamilton

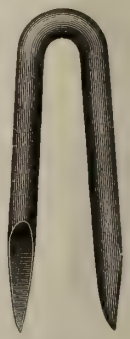






Should **quick delivery** be a factor, we are prepared to guarantee **prompt shipments** from our well-assorted stock of standard sizes of the following products—









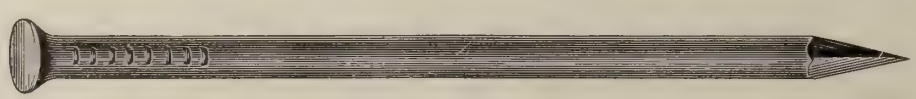












Wire Nails	Tacks
Fence Staples	Wood Screws
Poultry Netting Staples	Machine Screws
Corrugated Fasteners	Bolts and Nuts
Fencing and Gates	Rivets and Burrs (Iron and Copper)
Wrought Pipe	Steel Bars
Lead Pipe	Bright Wire Goods

Horse Shoes and Horse-Shoe Nails.

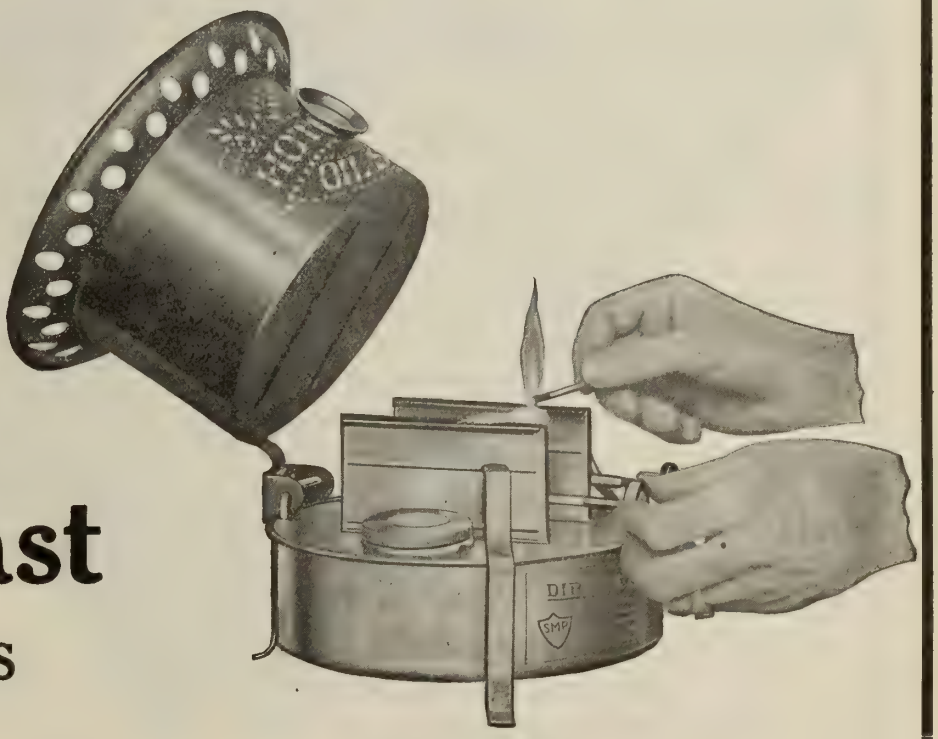
WIRE

Bright, Oiled and Annealed, Spring, Rivet, Bolt, Copper, Brass, Tinned Mattress, Bookbinders' and Broom.

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

For the Warm Weather



Ready for Lighting.

Hot Blast

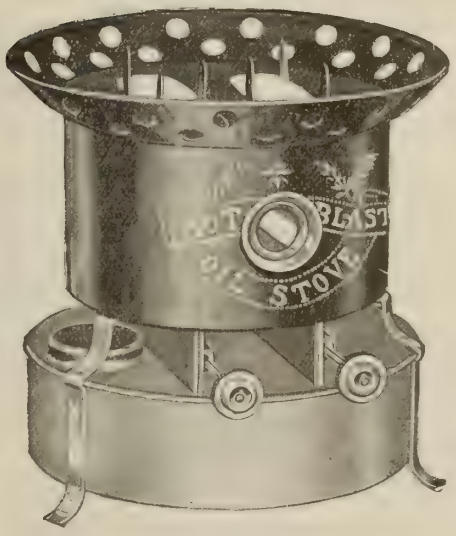
OIL STOVES

Two Burners.

Can be instantly started or stopped.

Weighs only 42 ounces.

Very reasonable in price.



In Position.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

A Confidential Chat With Our Readers

AS we go to press this week we are just completing arrangements for an important new editorial service of which full particulars will be given in next week's issue.

For years past we have noticed an increasing interest among our readers in the articles we have been running, dealing with the question of retail hardware advertising.

The trade generally are thoroughly alive to the fact that a retail business, if properly advertised, must grow just as do manufacturing firms who have solved the advertising problem. That a small retail store in a Western Ontario town was transferred to Toronto and in a comparatively few years has grown into the greatest mercantile success in Canada has not been lost upon retail merchants generally who recognize in advertising the great energizing force which has placed the great business referred to where it is to-day.

And, right in the hardware business there are many instances of conspicuous success being achieved by retailers who knew how to advertise their stores and the goods they handled. In Toronto there is a store by no means pretentious in its appointments which has nevertheless a very large and profitable turnover. Not long ago, this store was a pretty small establishment, occupying a basement on King St. If you ask the proprietor to explain the secret of his success he will tell you that it is due principally to judicious advertising.

In many other towns and cities similar instances will be found if hardware merchants who have won a commanding place in their neighborhoods and established a large and paying business as a result of their carefully-planned advertisements.

The Hardware Style of Advertising.

It has been Hardware and Metal's privilege to study the methods of retail hardware advertising in every part of Canada, and many times we have reproduced in our pages advertisements which have pulled big business for the merchants in whose behalf they were inserted.

In analyzing these business-getting advertisements, we have found that they all had one big idea in common — whether the merchant lived in Halifax, Vancouver or London. This idea showed itself so plainly in good hardware advertisements and seemed to be so exclusively a hardware idea that we feel justified in speaking of "the hardware style of advertising."

The idea was to do away with generalities and get down to "brass tacks." It was done by devoting practically the whole space of the advertisement to a series of illustrated talks on certain definite articles and quoting a definite price for the article. By using small cuts, a great many business propositions could be put forward in small space, and the advertisement thus stood a better chance of making a definite impression on a greater number of people.

To Make an Advertisement Sell Goods.

And just here let us say that if it is desired to do something more than create publicity—that is, if it is to actually sell specific articles an advertisement must put up a business proposition, and that involves a description of the article, illustrated if possible, and the quoting of prices.

You do not expect your salesmen to sell goods without quoting prices. Isn't it too much to expect an advertisement to make sales if it is silent in the important question of price?

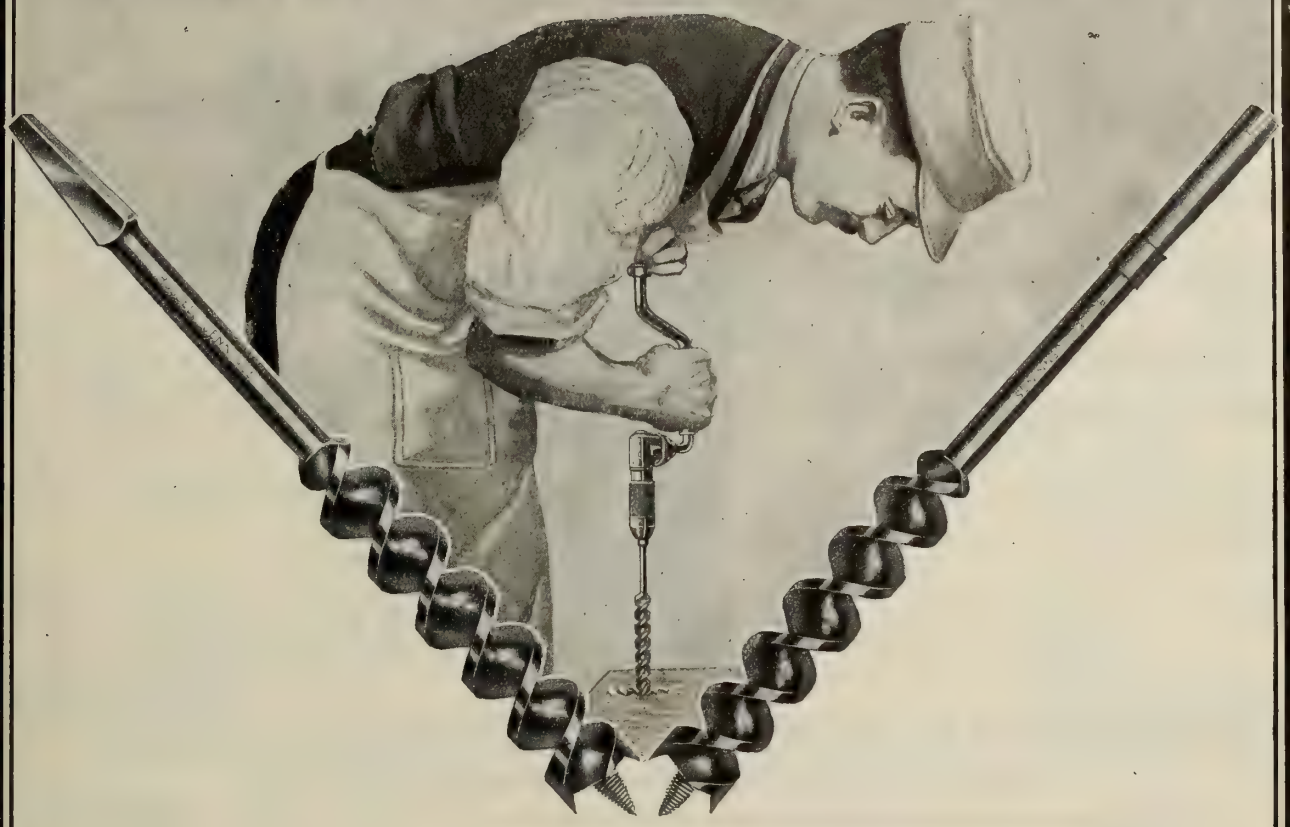
The hardwaremen who know their advertising is paying them are those who make each piece of copy a printed salesman, showing readers what the goods look like, describing their principal features, and quoting the price at which they are to be sold.

Hardware and Metal's Electro Service.

To attract attention it is important that a hardware advertisement should be illustrated, and to make the best possible use of the space paid for, these cuts must be both clear in outline and small in size. Such cuts are very difficult to secure at a reasonable cost.

After consulting with hundreds of our readers as to the need for small advertising electros, we are convinced that the trade will heartily welcome any opportunity of purchasing hardware cuts at a cost which will enable them to secure a full series, illustrating staple hardware articles.

We have spent a great deal of time in preparing a large assortment of such electros, and will have everything in shape to make a full announcement in our issue of June 13. Watch for the two-page advertisement in which this latest branch of Hardware and Metal's service to the retail trade will be set forth.



Russell Jennings

AUGER BITS

Are Now Made in Canada

The well-known Russell Jennings Auger Bits are now a Canadian product. The growth of our Canadian business has resulted in the establishment of a factory at St. Catharines, Ont.

The Russell Jennings Auger Bit is just as firmly established as the standard for fine work among Canadian workmen as among men in the States. We hope the advantages of increased service and better price now possible with our new factory will still more firmly establish our product with Canadian dealers.

At this time we want to call to the attention of all Canadian hardware dealers our carpenters' bit for general all-around use. This is made with a quick-boring thread and has an oil finish, making it well suited to general work. The highly polished fine thread Russell Jennings Auger Bit will always remain standard for accurate work in hard, dry woods.

Another new Russell Jennings tool which you will find a good seller is the Solid Head Expansive Bit, which is the strongest and most readily adjusted expansive bit made.

WRITE TO US AT OUR NEW FACTORY AT ST. CATHARINES, ONT., FOR ANY INFORMATION REGARDING AUGER BITS AND BRACES, EXPANSIVE BITS, ETC.

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.

21-135

The GREAT-WEST TROLLEY HANGER

For—
Warehouse, Factory and Barn Doors.



Massive, Strong

Scientific, Noiseless

Lateral and Vertical adjustments.

Hardened Roller Bearings.

Easy to put up.

The Great-West is the strongest hanger of any.

Apron—6" long, 4" wide, $\frac{3}{16}$" thick.

Adjustments $1\frac{3}{4}$" to $2\frac{3}{4}$".

Packed 1 pair in a box complete.

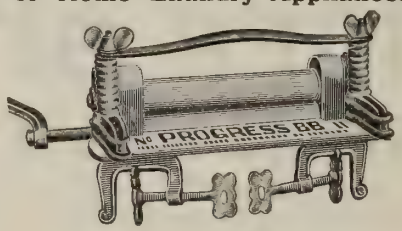
CANADA STEEL GOODS CO., Limited, Hamilton, Ont.
Makers of the RELIABLE Crescent Brand Butts and Hinges

Hand or Power Washing Machines and Clothes Wringers

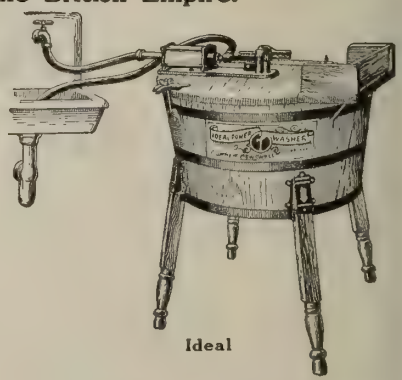
We manufacture this One line only. We make them Right and They made us.
The Largest Makers of Home Laundry Appliances in the British Empire.



New Idea.



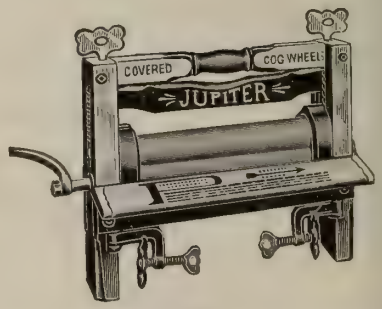
Progress.



Ideal



Warwick.



Jupiter.

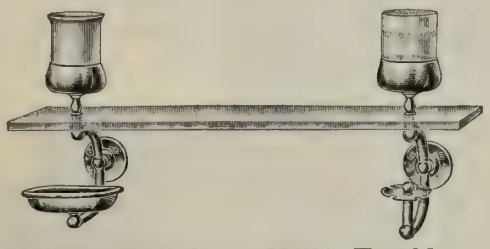
Sold Everywhere

A Single Machine or a Carload available for immediate shipment.

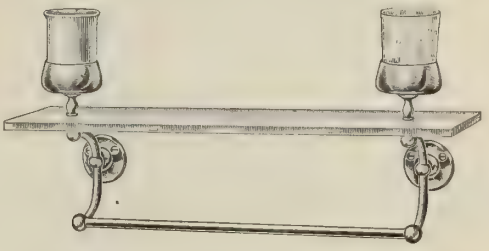
Cummer-Dowswell Limited, Hamilton, Ont.

"Universal" Bathroom Fixtures

The Fixtures That Sell Themselves

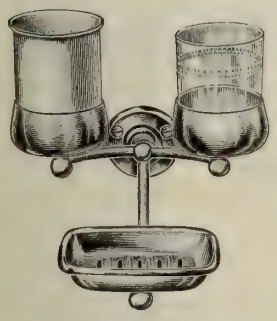


Combination Glass Shelf, Tumbler, Tooth-Brush and Soap Holder



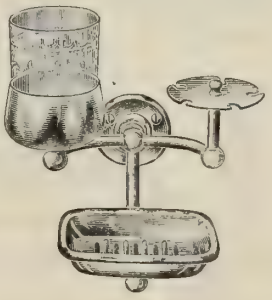
Combination Glass Shelf, Towel Bar and Tumbler Holder

SERVICE AND APPEARANCE



Tumbler Holders and Soap Dish

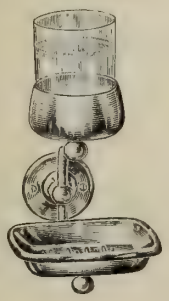
These are the essentials of Bathroom Fixtures. In "Universal" Bathroom Fixtures these two qualities are at once apparent. The possible customer sees at once that these fixtures are of substantial construction, that in them there is strength where strength is needed. Wall plates are large and massive, joints are perfectly made and the fixtures impress the customer at once as articles of quality.



Tumbler and Tooth-Brush Holder and Soap Dish

CHOICE OF PATTERNS.

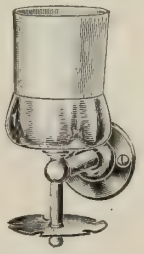
The style of "Universal" fixtures is also noticeable at a glance. The patterns are artistic and harmonize well with the interior of any bathroom. The finish is a highly-polished, heavy, nickel plate. Each "Universal" fixture or combination is made in all of the different graceful patterns, allowing a customer to fit out his bathroom in one harmonious design.



Tumbler Holder and Soap Dish

NEW LILY CUP PATTERN.

The illustrations here show some of the fixtures and combinations in the "Lily Cup Pattern." Its beauty, strength, and the ease with which it can be cleaned are easily noticed. In a good display it sells itself.



Tumbler and Tooth-Brush Holder

We have attractive display cases or stands to help sell your line.

Write to your jobber for prices or direct to us.

UNIVERSAL

LANDERS, FRARY & CLARK

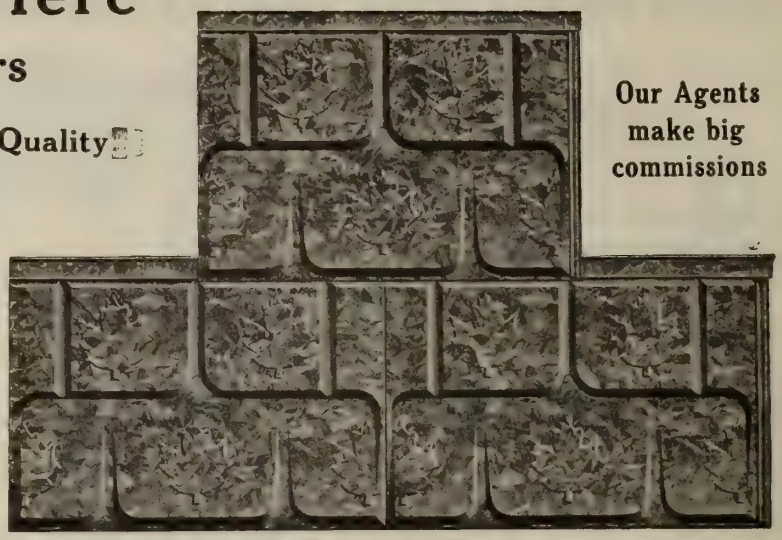
NEW BRITAIN, CONN., U. S. A.

UNIVERSAL

The Quality's Here

that gets re-orders

Safe Lock Shingles and Acorn Quality Corrugated Iron



Our Agents make big commissions

Many home-builders use the same old kind of building materials because they are unfamiliar with the advantage that prevails in the use of Metal Shingles and Siding.

We want you to canvass your vicinity for us—to be our agent.

We'll help you effect sales by sending out circulars and strong business-getting letters to whom you wish.

We'll be glad to give you any information you may desire.

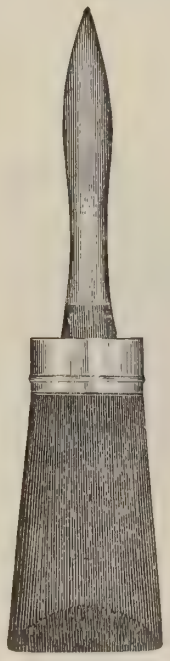
We make a specialty of prompt service and square treatment to all our customers. Write for our special agency proposition.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG SASKATOON CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY COMPANY, Limited
TORONTO and WINNIPEG





The painter's going to patronize the store that gives the biggest value and satisfaction in brushes.

You'll get him coming and keep him coming for more if you sell

MEAKINS' Paint and Varnish BRUSHES

for, we believe, they cannot be excelled. They are easy to manipulate, and have no falling bristles to agitate the user.

Be the reliable brush dealer in your vicinity. Our brushes will give you this reputation.

Write for catalog and full particulars.

Meakins & Sons, Limited

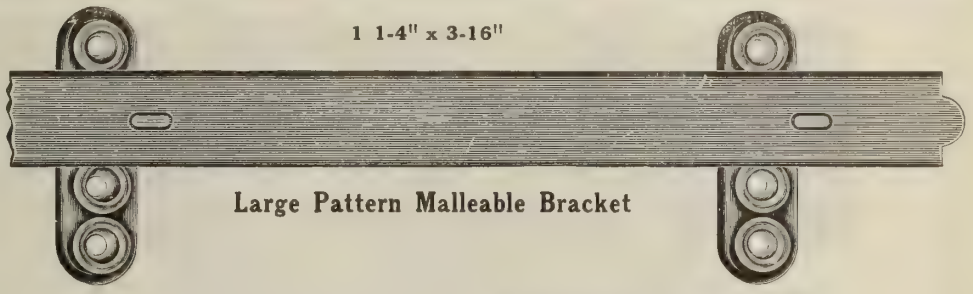
Hamilton, Ont.

Warehouses: WINNIPEG LONDON TORONTO MONTREAL

Steel Barn Door Track

Made in five lengths, viz: 4, 6, 8 or 10 feet.

Weight per 100 ft. — 100 lbs.



Large Pattern Malleable Bracket

MILO

Roller-Bearing Barn Door Hangers

Malleable Iron Frame, Steel Straps and Heavy Bolts.

A Flexible Hanger—easy running for 1¼ x 3-16 track. 3½-inch wheels. Japanned Black and Red.

Packed one dozen pairs to a case. Weight per case, 78 lbs.



Front View Back View

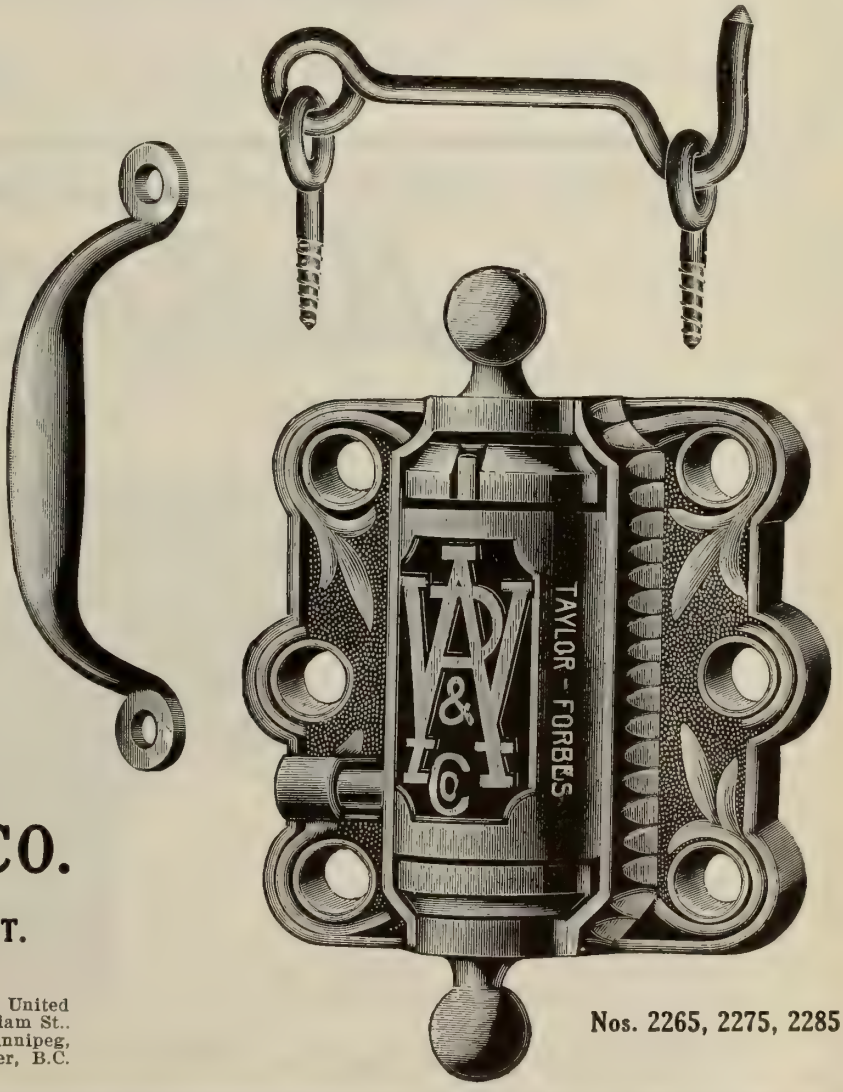
T-F Screen Door Sets

consist of one pair of hinges complete with screws, one Stamp Steel Pull with Screws, one 2½-inch hook and eye.

Illustration full size. Finished—Antique Copper, Bronze Plated, Dull Brass Plated.

One set to a box. 1-3 gross sets to a case. Weight per case 63 lbs.

If your jobber cannot supply you, write us and we will ship immediately.



Nos. 2265, 2275, 2285

TAYLOR-FORBES CO.

LIMITED

Head Office and Works: GUELPH, ONT.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son., Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H & R ARMS CO. MARK



TRADE H & R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.



WINDOW DISPLAY OF MILLS HARDWARE COMPANY

This Window Won the Prize

Here is the window display of the Mills Hardware Co. of Hamilton, Can., which won the first prize of $100.00 in the great Starrett Show Window Contest.

The symmetry and balance of the display, the careful arrangement of the groups, the wise selection of the various tools, combined with artistic taste and perfect technique in the decoration of the window, have produced a result that the judges declared supreme.

The other windows were only a step behind in the race for the prize, and many fine ideas were conceived and executed with great skill. Prizes were awarded up to the fifteenth, which included the displays of the following:

2 Kalispell Mercantile Co., Kalispell, Mont.
3 Western Hardware & Supply Co., Portland, Oregon.
4 Hazard, Gould & Co., San Diego, Cal.
5 Duncan & Goodell, Worcester, Mass.
6 Alden & Judson, Grand Rapids, Mich.
7 H. O. McClure, Tulsa, Okla.
8 I. E. Swift Co., Houghton, Mich.
9 The Winters Hardware Co., Fremont, Ohio.
10 Wm. K. Toole Co., Ltd., Pawtucket, R.I.
11 The Bond Hardware Co., Guelph, Can.
12 Adam Decker Hardware Co., St. Paul, Minn.
13 San Diego Hardware Co., San Diego, Cal.
14 Graves Hardware Co., Springfield, Mass.
15 Vonegut Hardware Co., Indianapolis, Ind.

We congratulate the winners and hope that the increase in sales has proven our claim that it pays well to display Starrett Tools.

The L. S. Starrett Co., Athol, Mass.

WORLD'S GREATEST TOOLMAKERS

New York **London** **Chicago**

42-350

APOLLO KEYSTONE COPPER-BEARING GALVANIZED SHEETS

They are the greatest of all

RUST-RESISTING SHEETS

and will give

UNEQUALLED SERVICE AND SATISFACTION

Especially adapted for all exposed sheet metal work

ROOFING	CORNICES	CONDUCTOR PIPE
SIDING	VALLEYS	EAVESTROUGH
CEILING	FLASHING	CULVERT PIPE
VENTILATORS	SKY-LIGHTS	IRON SHUTTERS

We have published a booklet with photographic illustrations, showing **Actual Weather Tests** of both Copper-Bearing Steel and sheets of steel without Copper; it will be interesting to you. Send for a copy.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

Rogers' Portland Cement

Business Getter——Business Holder

The hardware dealer who handles cement has a big field in his own neighborhood. Do the contractors and builders of your district come to your store for cement? They know that Rogers' Portland Cement is the best—durable, even,—and the dealer who handles it has their confidence *and their trade*—not only for cement, but for other lines also.

A small stock only is necessary. We ship on the shortest notice. Write to-day for our dealer proposition.

ALFRED ROGERS, Limited, 28 West King St., Toronto

N. J. Dinnen & Co., Western Sales Managers, Winnipeg, Man.



Cast Their Shadows Before

The coming dollars cast their shadows before when you sit down and write out an order for

"MILLERS FALLS" Hand Drill No. 306

You don't have to look for the good qualities of this Drill with a microscope; they stare you in the face. Note, in the illustration, the compactness and finish of the tool. The lines show strength and rigidity—the basis for quick and rapid work—the kind of lines that appeal to mechanics who know.

We are selling a surprising number of these tools through our dealers. Why not get in line for a share of this profitable business by putting some in your stock? Catalog on request.

MILLERS FALLS CO., Millers Falls, Mass.

"**Certain-teed**" Roofing.
Casco Brand Roofing.
Sankote Brand Roofing.

Canadian Supply and Contracting Co. Limited

TORONTO - - - CANADA

TRADE **CASCO** MARK
WEATHERPROOF PRODUCTS

Structural Waterproofing — **Engineers and Contractors**

Roofing, Waterproofing and Insulating Material

Prices and samples on request. We carry a large stock and can make immediate shipments.
AGENTS WANTED

LONDON HIGH GRADE BAR IRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents, Ontario, Baines & Peckover, Toronto; Manitoba, Bissett & Loucks, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

More Holes Per Dollar of Cost



That is the real test of Drill efficiency. *Wilt Twist Drills* will give you more holes per hour—
More hours of service before wearing out.
And every hole will be absolutely accurate and uniform.

Wilt Twist Drills are made by a new automatic process that machines the drill complete at a single chucking — work that requires 5 to 7 chuckings under old processes.
The Wilt process insures absolute accuracy and uniformity, it insures a drill that is perfect in contour and correct in its proportions.
Wilt Drills are hardened in automatically controlled electric furnaces to exactly the right degree of hardness for the work intended.

Carried in stock by all high-grade hardware dealers.

The Wilt Twist Drill Company of Canada, Limited
WALKERVILLE ONTARIO

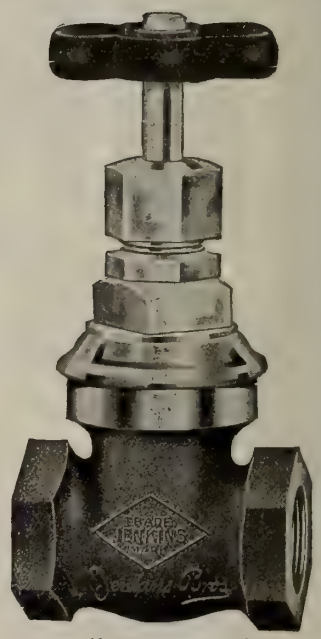
Severe Service
does not affect
Jenkins Bros.' Valves
Your Customers Know It!

The best material that money can buy is put into them and expert workmen are responsible for their superior finish.

Every valve is carefully tested and inspected before leaving the factory.

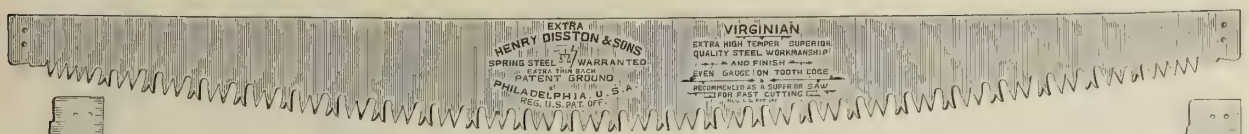
Small valves are put up in convenient packages, neatly labeled to suit your shelves.

Particulars on request.



Type "K" Brass Gate Valve Screwed. Fig. 300.

JENKINS BROS., Limited
103 St. Remi St., MONTREAL



These Are The Cross-Cut Saws Your Customers Want

The man who has struggled with a poor cross-cut saw and then has tried a Disston will never change again.

This is one of the reasons for their rapidly increasing popularity which has resulted in a steadily growing demand for

Disston Cross-Cut Saws

They are ground to a true taper by the special, and exclusively Disston, grinding process. Being ground on lines that conform exactly to the breast of the saw, the blade is absolutely uniform in thickness throughout the entire length of the cutting edge. This special method of grinding gives the maximum amount of clearance without sacrificing elasticity and stiffness. Any man accustomed to a cross-cut saw knows what that means.

And only Disston Crucible Steel is used. This steel combines the hardness and toughness that produces the wonderful edge- and set-holding qualities for which Disston Cross-cut Saws have long been famous.

Send for our Cross-Cut Saw booklet—free for the asking.
It is the finest book of the kind ever published.





DISSTON No. 122 HANDLE



is gaining wider favor every day through its durability and the ease and speed with which it can be attached or detached.

It will be noticed in the sectional view that the cap is made with a long neck, tapped to fit the threaded end of loop rod. This rod extends through the handle, making the connection and line of pressure, when on saw, from top of handle to bottom edge of blade, insuring a strong, firm grip on saw, without the possibility of lost motion or wobbling. The length of this handle is 8 inches, and the diameter 1¼ inches.

HENRY DISSTON & SONS, Ltd.

Keystone Saw, Tool, Steel and File Works

TORONTO, CANADA

Branch at Vancouver, B.C.



Reg. U.S. Pat. Office



New Perfection
WICK BLUE FLAME
Oil Cook-stove

We are now advertising New Perfection Oil Cook-stoves in magazines and newspapers throughout Canada. Your customers will want to see them. New Perfection Stoves are made with 1, 2, 3 and 4 burners. Every stove sold has the unqualified guarantee of The Imperial Oil Company.

The Imperial Oil Co., Limited

Toronto, Montreal, Winnipeg, Vancouver, Ottawa, Quebec, Calgary, Edmonton, Halifax, St. John, Regina, Saskatoon.

F. B. & W. LEAD PRODUCTS

RED LEAD
GROUND LITHARGE
FLAKE LITHARGE
ORANGE MINERAL

Manufactured by

FOSTER, BLACKETT & WILSON, LIMITED

Hebburn-on-Tyne, England

Stocks carried at Montreal

Sales agents for Canada

B. & S. H. THOMPSON & CO.
LIMITED

MONTREAL TORONTO WINNIPEG

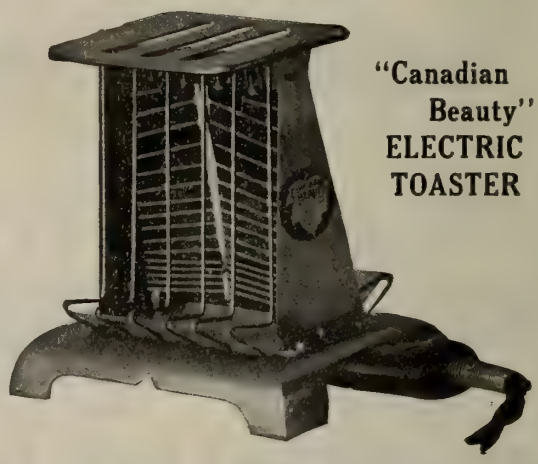
CANADIAN BEAUTY
ELECTRIC HEATING APPLIANCES

For Good Sales



"Canadian Beauty" ELECTRIC SAD IRON

This beautiful Iron is built for service—service that will satisfy; that is the reason why it is favored for household and laundry use. It is heated by an element that evenly distributes the heat over the whole ironing surface, thus getting the greatest efficiency from a minimum of current.
GUARANTEE: Should the heating element prove defective at any time, a new one will be given by your dealer or by us. It is guaranteed for all time.



"Canadian Beauty" ELECTRIC TOASTER

Very strongly made, beautifully finished in polished nickel, and is insulated so that no heat reaches the base, thus overcoming any possibility of damaging the surface of any table on which it may rest.
Toasts 2 slices of bread quickly. The top is designed for holding toast and keeping it hot, or a coffee pot can be placed thereon as there is sufficient heat reaching it to keep the coffee at a boiling point.
Guaranteed for two years. With ordinary care it will last a life-time.

Let us send you full particulars on these and on other electric goods.
Ask for circular on complete line.

Renfrew Electric Manufacturing Company Limited

Renfrew, Ont., Canada

TESTED REPUTATION of over 60 years' standing is better evidence than idle promises. Confidence is only secured as a result of *consistent* high quality. There's a reason why you should sell

McClary's
GAS RANGES



Easy baking—The Glass Door eliminates all risk; the housewife *sees* the exact moment when her baking is completed; satisfaction from certainty.

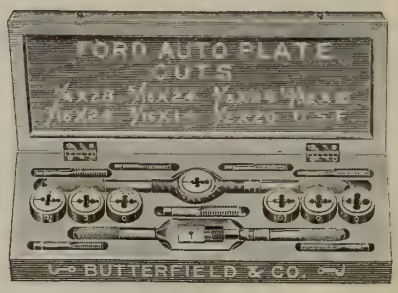
Send a postal request for more particulars and a supply of recipe books—sent immediately.

McClary's on goods is a Quality Name.

McClary's

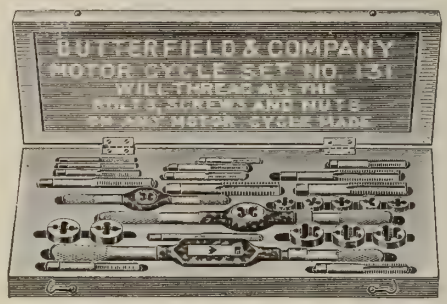
LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON

Automobile Screw Plate For Ford Model "T"



This Screw Plate is particularly adapted to the **Ford.** but it also matches the threads used in practically all of the medium-priced Cars.

No repair shop is complete without one of our **Motorcycle Screw Plates.** Motorcycles have threads not found in the usual assortment. You get them all in this set.

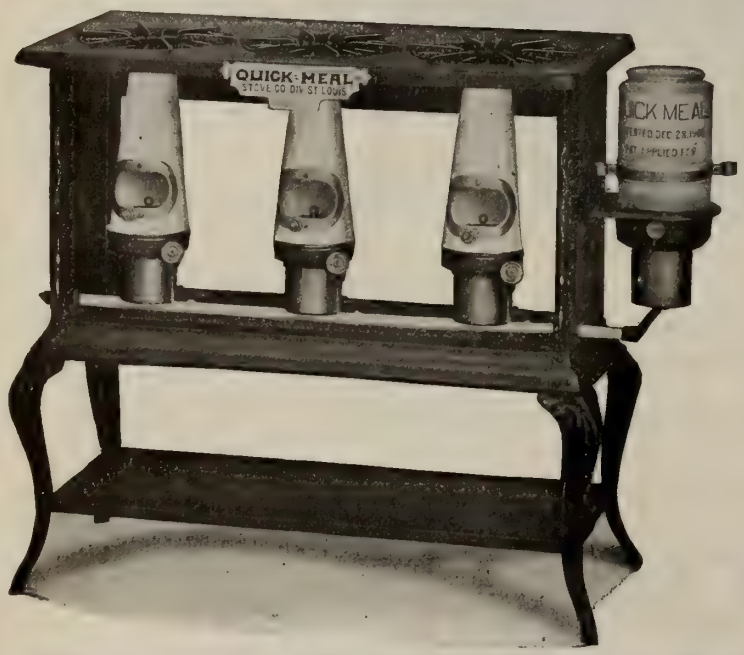


Do our friends the Dealers realize that there is a handsome profit for them handling our Screw Plates?

Butterfield & Co.
Rock Island, Quebec

"QUICK MEAL" WICK OIL STOVES

WITH GLASS FOUNT



Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

Also, "Quick Meal" Evaporating Gasoline Stoves.

The JAMES STEWART MFG. CO. Limited

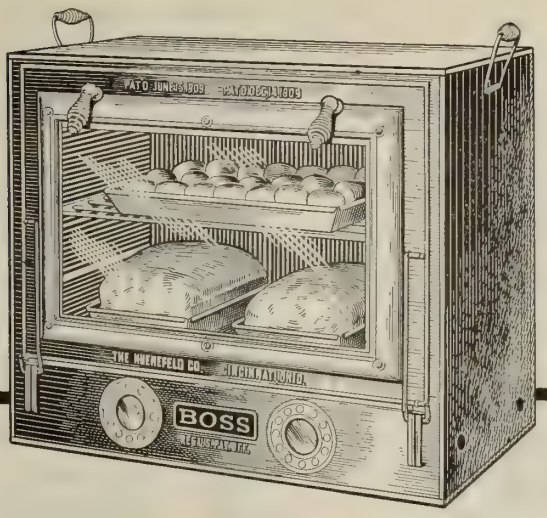
WOODSTOCK, ONT. - WINNIPEG, MAN.

Agents for Canada

BOSS OVEN

GLASS DOOR

GUARANTEED



No. 750

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

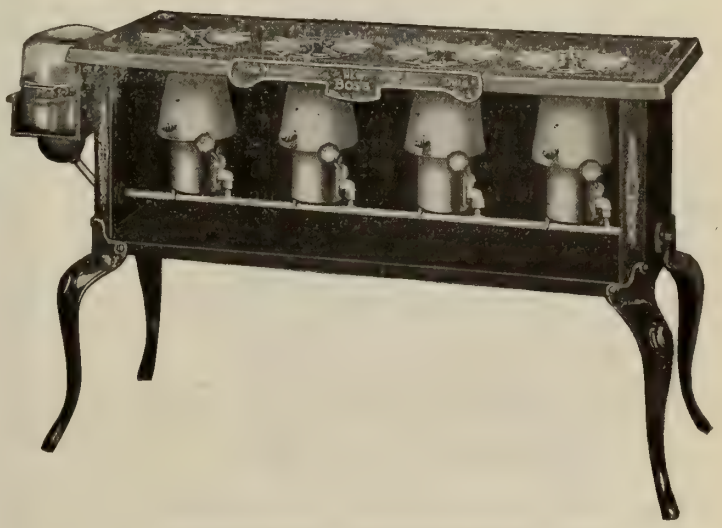
NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.



FOUR BURNER LOW WITH GLASS TANK

The HUENEFELD CO., 6000 Valley St., Cincinnati, Ohio

The Strap and Blade Point

are the parts of shovels that give out first WITH ONE EXCEPTION—

Lundy Shovels

The strap and blade point of the Lundy are made of crucible steel and are extra strong.

Extra strong shovels mean increased prestige and profit for you.

We have taken great care in finishing so as to make our shovels **attractive.** We make them in **three grades** to completely meet the requirements of the trade.

If you cannot procure them from your jobber, write us. **We guarantee quick shipments and satisfaction.**

Ask for our Patent Split D Handle.

The Lundy Shovel & Tool Company, Limited

General Office and Works: Peterboro, Ont.

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse, of Alberta, Ltd., Calgary; B. C. Equipment Co., Vancouver, B.C.; Colonial Varnish & Color Co., 20 Francis Street, Toronto, Ont.

NICHOLSON MADE

W ORLD-STANDARD

FILES

Do you know why NICHOLSON-MADE-FILES are recognized as the standard the world over?

Because NICHOLSON - MADE - FILES never vary from their high standard of materials and workmanship.

We make but one grade—the best we know how after 50 years spent in the business. Your customer knows the NICHOLSON-MADE-FILE he buys to-day will be just like the ones he bought before. The same fine "feel"—the same smooth "draw"—the same tough, unyielding steel—a cut that's best adapted for his class of work.

Customers continue to demand NICHOLSON-MADE-FILES. And NICHOLSON dealers find it pleasant and profitable to supply the demand.

BRANDS:

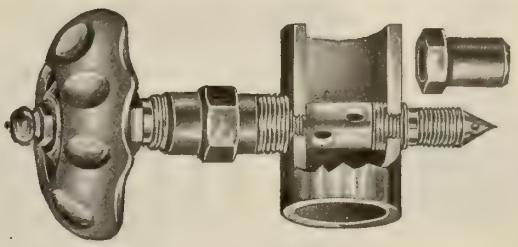
Kearney & Foot
Great Western
American
Arcade
Globe

Nicholson File Co.

PORT HOPE **Ontario**

"HAMILTON JEWEL" Gas Ranges

are very attractively finished and insure
ECONOMY OF GAS



Adjustable Non-Leaking Needle-Point Valves

can be adjusted in a moment to burn any kind of gas at ANY PRESSURE.



We have varieties of gas ranges to suit every purpose. Horizontal needle-point valves are used on all types, exclusively.

The adjusting nut on the valve shown separately in above cut controls the flow of gas.

The valve is horizontal and secures a perfect mixture of gas and air; the gas is delivered from the point of the needle into the air chamber, where gas and air are thoroughly mixed; this insures a perfect blue flame, consuming the maximum of air and the minimum of gas, resulting in **greater heat and lower gas bills.**

The horizontal needle valve has **no seat, spring or screw, which are liable to wear, work loose and eventually leak.** They will last as long as the gas range, and for exact mechanical construction are absolutely guaranteed to be perfect in every detail.

THE SOCIAL JEWEL
WITH GAS EXTENSION

is a beauty that will turn prospective combination range buyers your way.

It is very compact, **moderate in price,** and economical on any fuel—hard or soft coal or wood; manufactured or natural gas.

Made in two sizes—16 and 18 inch ovens.

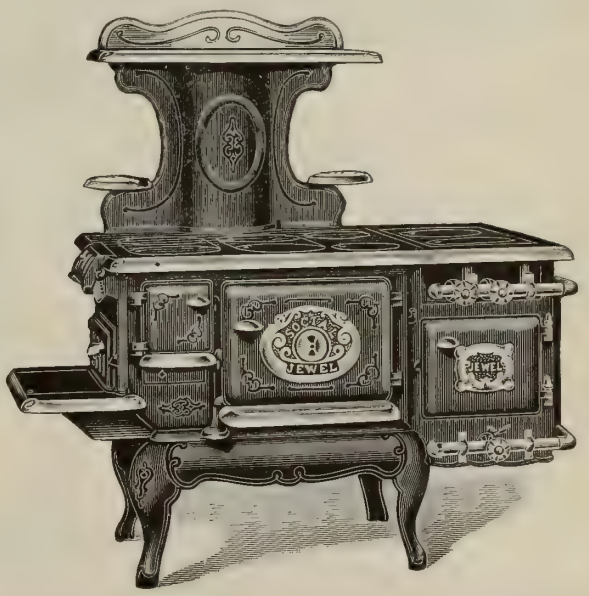
Independent Gas Oven measures 11½ x 18 x 9 inches.

Gas connection is equipped with our horizontal needle-point valve.

We'll be pleased to furnish full particulars and prices.

Remember, this combination is absolutely guaranteed, and will be the means of increasing your trade.

Try it and see for yourself.



THE BURROW, STEWART & MILNE CO., LIMITED

STOVE BUILDERS FOR OVER 50 YEARS

HAMILTON **TORONTO** **MONTREAL** **WINNIPEG**



3



OLD CHESTNUTS

HERE THEY ARE:

1. Nothing succeeds like success.
2. Satisfied customers pay.
3. Better be sure than sorry.

Now we'll tell you what all this hoary wisdom has to do with selling valves.

First, Morrison Valves have been on the market for over twenty-five years.

And every year our sale of valves increases.

Secondly, in view of the above we don't think that you will need a search warrant to discover a reason why customers come back for Morrison Valves.

We simply had to have the goods to last for all those years as well as to keep growing.

Thirdly, You don't stock up with a lot of experimental apparatus when you buy a line of Morrison Valves. You only have to show a Morrison to make the sale—and clinch a customer too.

You had better look over our catalogue—it is yours for the asking.

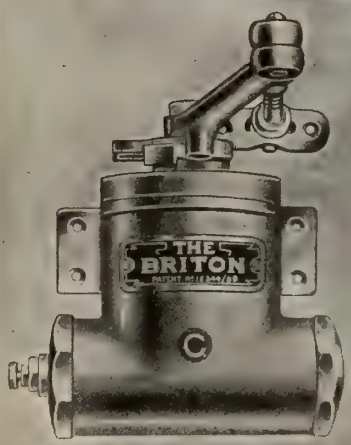




The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto, Canada

WE ARE NOT AFRAID TO HAVE THE SEARCHLIGHT ON



THE BRITON

PATENT

DOOR CHECK & SPRING

AS EACH ONE IS MADE SCIENTIFICALLY EXACT & THOROUGHLY TESTED BEFORE BEING SENT OUT.

MANUFACTURED BY WILLIAM NEWMAN & SONS LTD., BIRMINGHAM.

Canadian Agents: F. D. C. Richards, 70 Lombard Street, Toronto. Tees & Persse, Calgary, Alta.



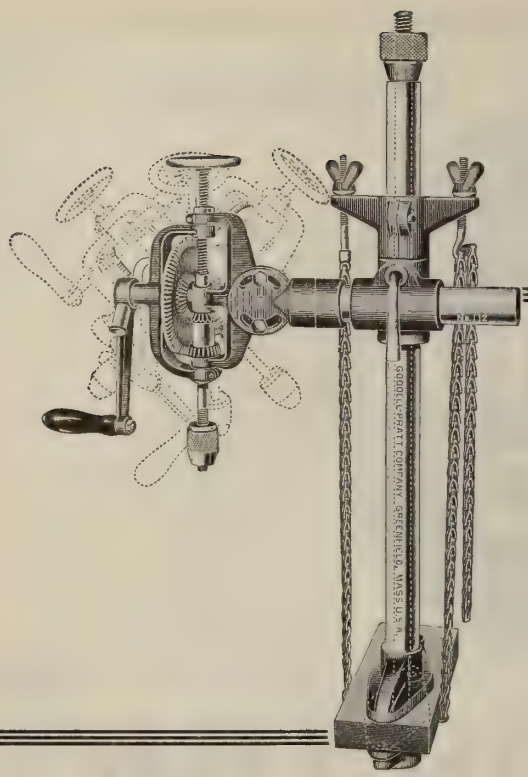
REMINGTON-UMC

THE more closely the dealer keeps in touch with the way men feel about arms and ammunition, the more clearly he sees this fact—

That featuring the Red Ball Mark of Remington-UMC is the surest means to the present and future trade of the more alert sportsmen.

Remington Arms-Union Metallic Cartridge Co.

Windsor, Ontario



Goodell-Pratt's

No. 112

Drills
Anything
Anywhere

List Price - - $20.00

Goodell-Pratt Company

Toolsmiths

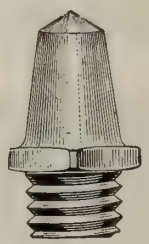
Greenfield, Mass., U. S. A.

Stop Wishing

for larger business—



—sell NEVERSLIP GOODS and you'll get it



No. 4

The old way of rough sharpening necessitates time, and the shoer does not always have sufficient time to do the work properly.

The shoes soon get dull and require resharpening, which robs the horse-owner and shoer of time and money. Shoeing that's done with **Neverslip Calks and Shoes** is the kind that's rapidly replacing the old method.

Neverslip calks stay sharp a long time, and when they do get dull they can be easily replaced with new ones in 20 minutes.

Every sale results in many others, because the user invariably recommends it to his friends.

Be sure to have a good stock on hand this Fall, and let your horse-shoers know you can supply them. **Write for descriptive booklet T.**

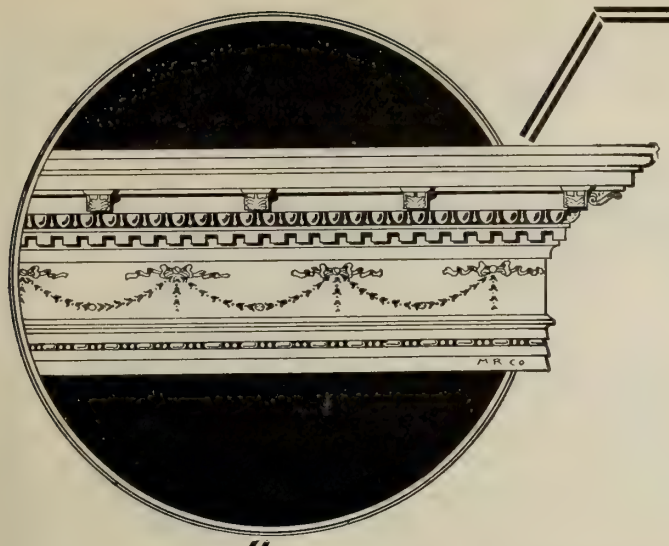
The Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:
559 PIUS IX AVENUE, - MONTREAL



Without red tips they are NOT Neverslips



New Buildings—
Old Buildings—
Any Buildings—

Will look better and last longer—mean more profit to the Dealer—more satisfaction to the owner—will be safer for the passer-by, if the Cornices used are—

"METALLIC" Cornices

We make such a variety of styles that all requirements can be met, no matter how simple or elaborate the design required. Catalogue "Z" gives you Patterns and Prices. Handle the "Metallic" Materials and make your Summer business more profitable.

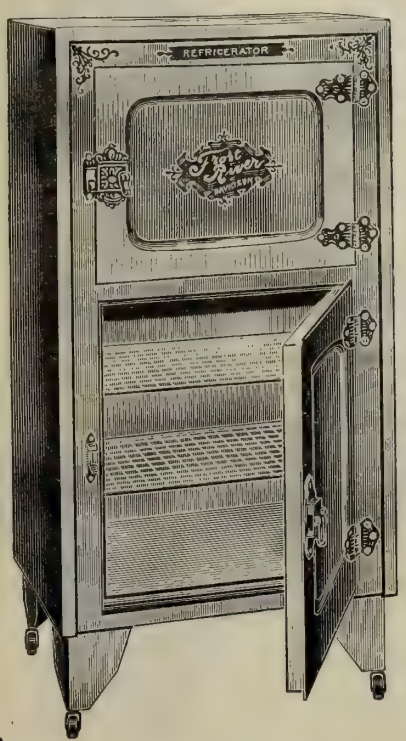
Write to-day for information as to how we help you get business.

We manufacture all kinds of Superior Sheet Metal Building Materials.

The METALLIC ROOFING CO. LIMITED

TORONTO King & Dufferin Sts. — Manufacturers Established 1884 — WINNIPEG 797 Notre Dame Ave.

Davidson's Frost River Refrigerators



Made Entirely of Sheet Steel—Galvanized.

100 per cent. better than wood—More Sanitary.

Will Not Crack, Shrink, Fall Apart or Decay.

Locks, Hinges and Handles solid polished brass.

Heavily Insulated—Uses less ice—Are colder.

Will last a lifetime.

Dainty, Neat and Clean Looking.

Beautifully finished in French Grey baked enamel with Snowy-White Food Chamber.

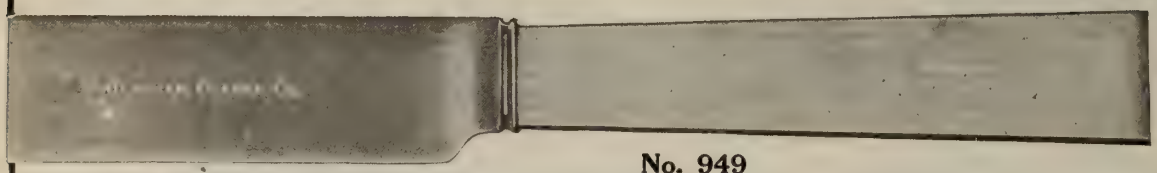
All Inside Parts are Removable.—Easily Cleaned.

Three sizes—Fully guaranteed—(Write for prices.)

The Thos. Davidson Mfg. Co., Limited

MONTREAL TORONTO WINNIPEG

High-Grade Cutlery, Electro Plate and Solid Nickel-Silver Flatware

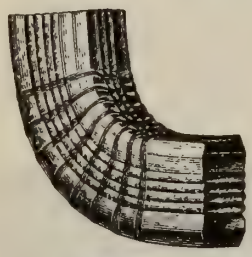


No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

McGLASHAN, CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.



Our Corrugated Iron is Stamped, not Rolled, and is Absolutely Straight and Uniform



Eavestrough, conductor pipe, ridge roll, valleys, elbows, skylights, ventilators and galvanized sheets.

We ship while others are thinking about it.

WHEELER & BAIN - - Toronto



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

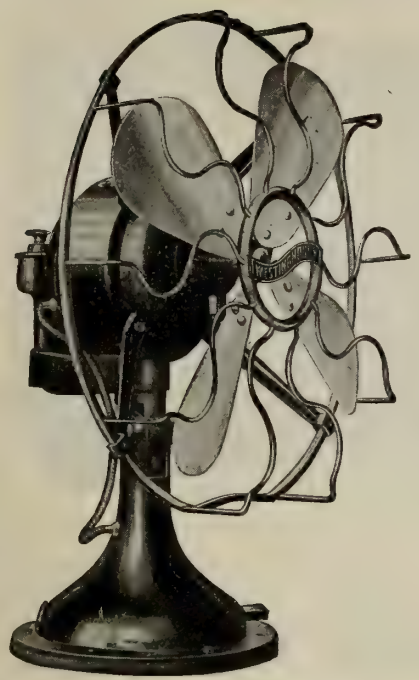


Every Progressive Hardware Dealer Should Stock the "Bayard" Automatic Pocket Pistol

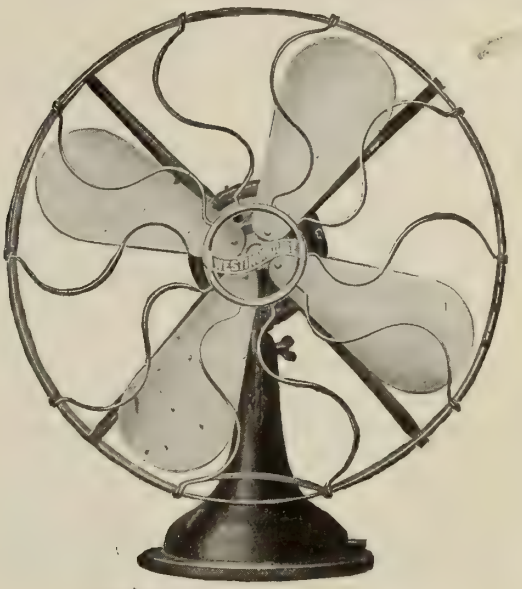


The "Bayard" 32 cal. pocket pistol is only 4¾ in. long, 3⅜ in. high, ⅞ in. thick, weighs about 16 ozs. and has an initial velocity of 837 feet per second; will penetrate 4 inches of pine at 10 yards, and three inches of pine at 100 yards. Insist on your jobber supplying you with the "Bayard," or write for descriptive booklet.

McGill Cutlery Co., Reg'd., P. O. Box 580, Montreal



Mechanical Oscillator



Desk and Bracket

Handle electric fans with entirely drawn-steel frames during the 1914 season.

Northern Electric

Westinghouse Drawn-Steel Frame Fans

The strength of Northern Electric Westinghouse drawn-steel frames is many times that of cast-steel frames.

The weight of these drawn-steel frame fans is much lighter than that of cast-iron frame fans.

This reduction in weight means a considerable saving in transportation charges and makes drawn-steel frame fans much easier to handle, an advantage fully appreciated by the ultimate user. Ask about our profitable contract proposition. We assist contract-holders with attractive literature, car cards, newspaper copy, cuts, etc. Write our nearest house for catalog.

Northern Electric Company

LIMITED

Montreal **Halifax** **Toronto** **Winnipeg** **Regina**
Calgary **Edmonton** **Vancouver** **Victoria**

Are Your Customers Slow in Paying Up?

Why do people use this saying "as safe as the bank?" Is it not because "The Bank" has a system that is almost perfect, and because of this system a feeling of security is engendered in its patrons that makes for stable business relations through mutual confidence?

Your banker has a System that enables him to keep track of all the details of your account and he gives this information to you every time you make a deposit or withdrawal—He knows how your account stands ALL THE TIME and you have confidence in him because of his good system.

Do you know how all your customers' accounts stand ALL THE TIME? If you do not, you are not in the possession of important information you ought to have. Does your customer know how his account stands ALL THE TIME? If he does not, you are keeping information from him that he should have; information that will goad him into paying his account when he sees it mounting up; information that will enable him to regulate his other expenses so as to take care of the account. It means money to you and peace of mind to your customer. Your banker keeps you posted as to your account. Do as much for your customer; it will foster the same feeling of confidence, and confidence is the life-blood of your business.

The McCaskey System is "AS SAFE AS THE BANK" because it operates along the same lines. It creates confidence, gives information, and looks after a merchant's accounting in the most up-to-date manner known. Write for further information.



Equipped With Electric Recorder.

The Dominion Register Co.
Limited

96 Ontario Street, Toronto, Canada

(Trafford Park, Manchester, Eng.)

The Largest Manufacturers of Carbon-Coated Salesbooks in the World

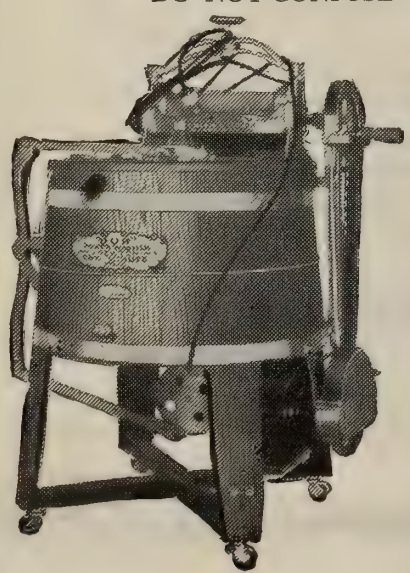
THE FAMOUS ENGINE—ELECTRIC— ONE MINUTE LINE OF WASHING MACHINES WATER POWER

HAS ENTERED CANADA AND IS BEING SOLD ONLY ON THE EXCLUSIVE AGENCY PLAN

ONLY ONE DEALER IN EACH TOWN---TERRITORY IS GOING FAST

IF YOUR JOBBER DOES NOT HANDLE THEM, WRITE US AT NEWTON, IOWA
DO NOT CONFUSE THIS WITH ANY OTHER MACHINE. THESE ARE THE

ORIGINAL ONE MINUTE POWER WASHERS



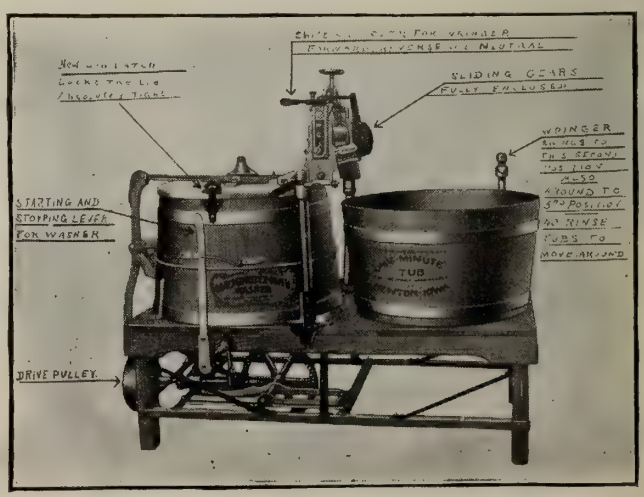
which have had such a phenomenal sale in the United States. They have stood the test of time.

We also build and sell the famous One Minute Grain Grader and Cleaner, also the One Minute Low-Down Manure Spreader.

Write us today for Catalog, Prices and Terms to Dealers.

ONE MINUTE MFG. CO.

NEWTON, IOWA U. S. A.



SWINGING WRINGER PLATFORM WASHER

BEAT THEM UP!!

This is about the right time to commence operations on

FLIES AND CARPETS

Beat the dust out of the carpets, and the life out of the flies.

—Three kinds of Carpet Swatters—two kinds of Fly Beaters -

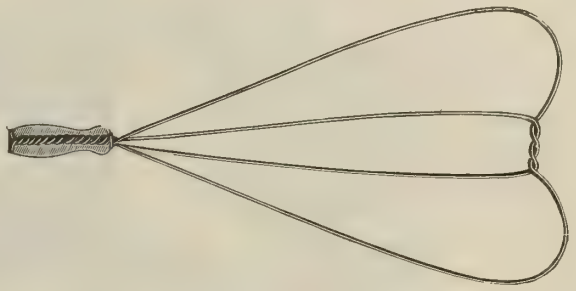
The CANADA Fly Killer retails for 10c, and the ONTARIO for 5c. Get our prices to you and figure out your profit.

Carpet beating loses its drudgery and becomes almost a pleasant task if one of our light, flexible, even-balanced Beaters is used.

Write for information and prices.

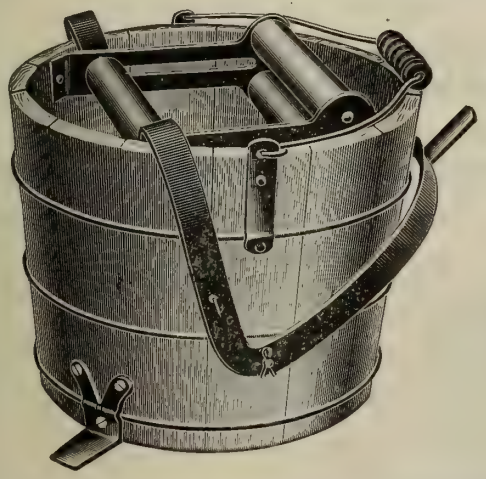
WOLLOP THE FLIES! !





E. T. WRIGHT CO., LTD.
HAMILTON, CANADA

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

Canadian Tube & Iron Company Ltd.
MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

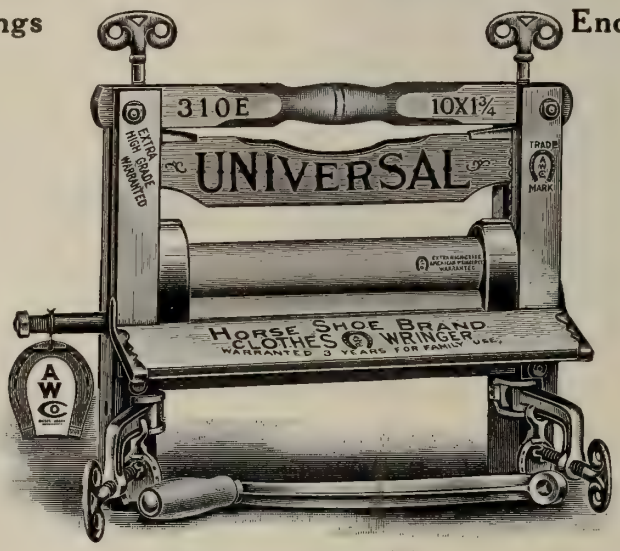
Works: Lachine Canal

New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs — **Enclosed Cog Wheels**



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

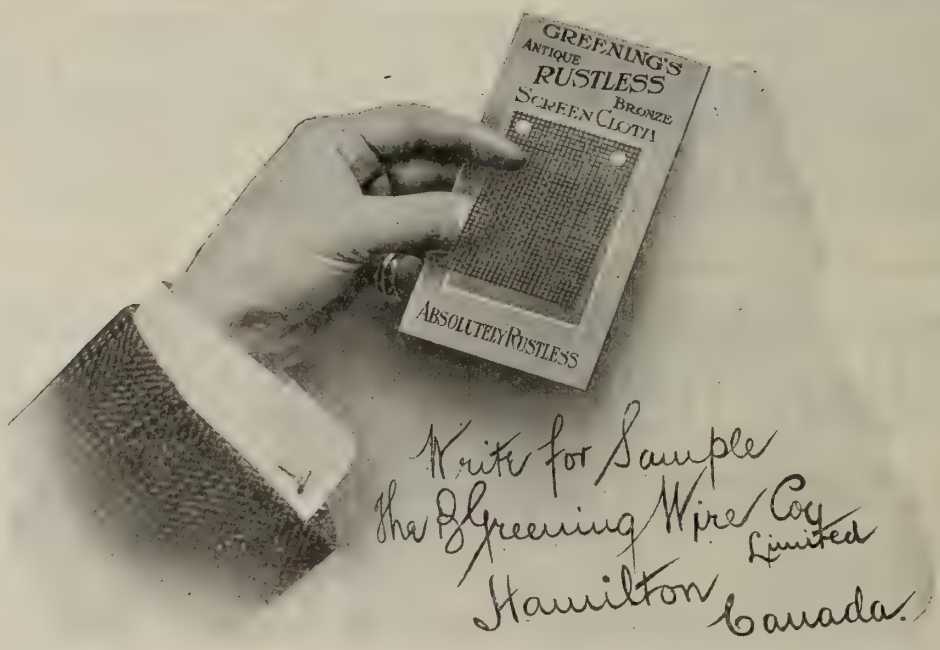
No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.



Guaranteed absolutely rustless.
Should be used in every better class of building.
Every Hardware man should stock one or two rolls.

BISSELL'S

¶ The rising thermometer reminds us of the approach of torrid summer days and, in accordance with our custom of many years, we present to the trade our annual

FAN OFFER

which has always proven so satisfactory to retailers and consumers who have enjoyed its benefits. The proposition—

50 Folding Japanese Fans Free

with each dozen high-grade sweepers ordered in response to this offer. They are fine quality fans that would retail at 10 or 15 cents. Full particulars on request.

BISSELL CARPET SWEEPER CO.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

GRAND RAPIDS, MICH.

Branches:

NEW YORK CITY (Sales and Stock-rooms and Export Department) 25 Warren St.

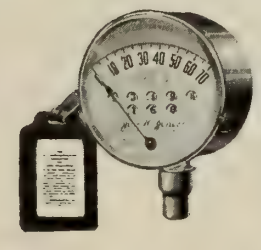
NIAGARA FALLS, ONT. (Factory)

(Agency)
LONDON, ENGLAND
PARIS, FRANCE

JOHNS-MANVILLE Service is of value to you because it enables you to give your customers a positive assurance of satisfaction. The J-M Service is so thoroughly organized and so widely distributed that it takes care of your customer's every requirement after sale—thereby freeing you from all responsibility.



Jones Speedometer



Actuated by centrifugal force; not affected by variations in temperature, electrical influences, or vibration. Dial is attractive and easily read, having a speed scale with large, equally spaced figures. Has trip and season Odometer registering backward as well as forward travel, 100 miles and repeat and 100,000 miles and repeat, respectively. Trip Odometer is equipped with instantaneous reset—an exclusive Jones feature. ATTACHED TO EITHER RIGHT OR LEFT HAND SIDE OF CAR.

Long Horn



A purely mechanical warning signal operated directly by hand or elbow. Won't fail, because there are no batteries or wires—hence it can't fail. Loud, powerful note, or low, melodious tone, at will of operator. Costs little to install, nothing to maintain, and will outlast the car. Price $12.

Carter Carburetor
Multiple-Jet Principle



Works with the motor, not against it. Never "lags or drags." Built on a principle that gives engine complete automatic control over the amount of fuel consumed.
Effects a real increase in economy, flexibility and power. Allows lowest throttle, insures quickest "pick-up," and saves at least 10% on fuel.

J-M Lens (Non-Blinding)



Makes a perfect Headlight. Illuminates the roadway clearly in front of the car, yet does not throw a blinding glare into the eyes of motorists and pedestrians. This is produced by a front glass of pronounced curvature, frosted over its entire surface, with the exception of an oval area, slightly below the centre, about 3 in. x 5 in., which is left transparent. Through this oval area a powerful searching beam is projected, forward and downward, centralized on the road, instead of the wide, blinding glare produced by the old style of lens. For all standard makes of lamps. Price $6.00 per pair.

J-M (Mezger) Soot-Proof Spark Plug



Proof against effects of soot—will not short-circuit—will not leak. Gives hottest spark and longest service. Standard for years. Millions in use. Price $1.00.

Other Johns-Manville Automobile Accessories

J-M Non-Burn Brake Lining.
J-M Mobilite Electric Lamps.
J-M Automobile Tape.
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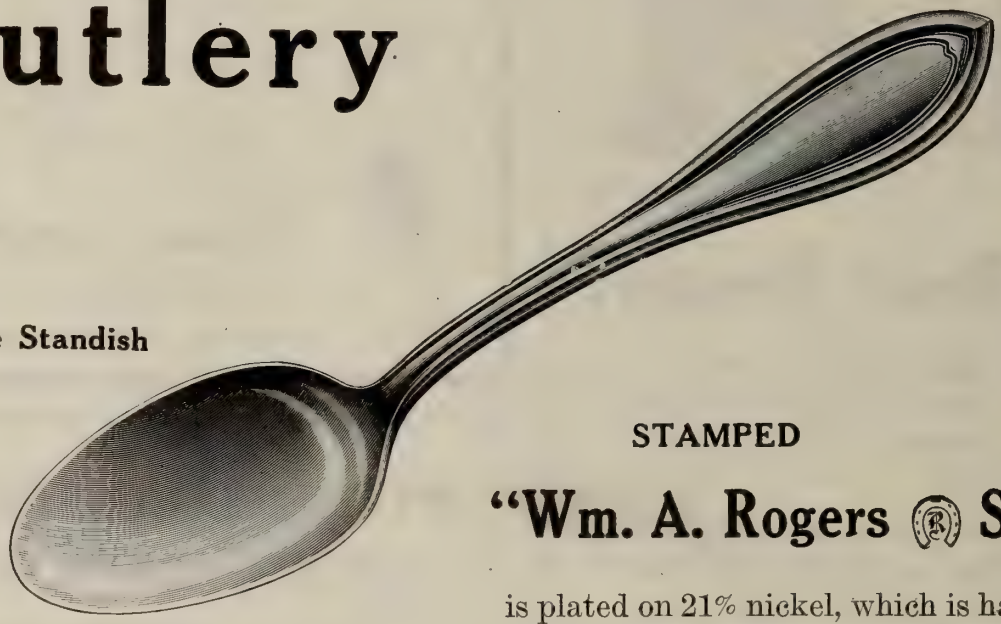
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JUNE 6, 1914. No. 23

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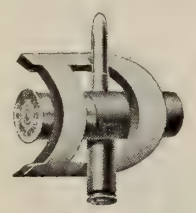
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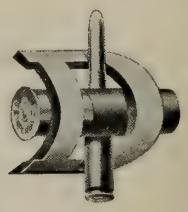
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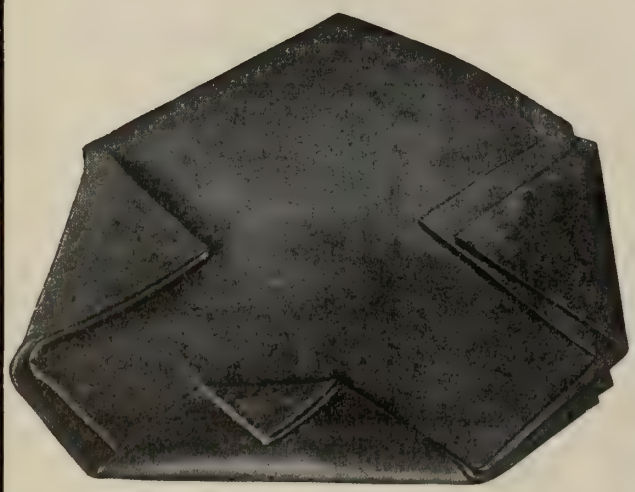


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HARDWARE AND METAL

Vol. XXVI. JUNE 6, 1914 No. 23

What Good Buying Means to a Business

Too Much Reliance Placed Upon Native Shrewdness — Men Confuse Shrewdness With Skill — Buying is the Fuel of the Business Machine.

By National Association of Credit Men.

ONE of the most interesting problems in commercial affairs is why so small a percentage of retail merchants succeed even to the extent of remaining in business and meeting in full their obligations, though they go into business presumably expecting to do better than make both ends meet.

The answer to this problem is that men rush into business ventures with an idea that it is a very simple matter to run a business and that the only elements that really enter into it are buying and selling. They have no idea how involved and intricate are the elements that go into the making of a generally successful business.

We would not intrust a machine for motive or productive power to an unskilled laborer if safety and success are to be assured, and so it is that the business machine breaks down and brings disappointment to the unskilled and unfitted operator.

In this country there is too much reliance upon native shrewdness. Men confuse shrewdness with skill, thinking they are identical but they are not, for while shrewdness may be a source of reliance in time of emergency, it is skill, —or honest, energetic application of common sense, knowledge, and experience to the task in hand,—that builds substantially and makes for successful operation.

Buying is the fuel of the business machine and should be the first subject for the exercise of skill upon the part of the retail merchant. If good judgment is not used as to quality or quantity the business machine will be deficient in profit-producing power. There is a homely but pertinent maxim, "Goods well bought are half sold." It takes skill with all that that word implies to compass this first requisite of profitable business. Present-day competition calls for such skill as men never had to exercise before to satisfy rapidly changing tastes and needs of the consumer, and create new demands which the merchant must arrange to satisfy.

This leads us to consider the relation of buying to the important feature of creating a debt, for the meeting of which provision must be constantly made. A debt contracted, known commercially as a credit, has two terminals —that when the debt is contracted or the credit extended and that when the credit is redeemed or the debt extinguished—and there can be no safe and successful start from the first terminal without having the second distinctly in view.

Dependence cannot be placed upon Providence or chance to extinguish the debt. Retail merchants fail and are unsuccessful because they overbuy or lack the skill properly to adjust purchases to the selling power of their business or to their available capital, which eventually brings about embarrassment due to disproportion of matured obligation to likely be available assets. Overbuying or inflation of stock is the danger against which every merchant must constantly struggle.

Therefore, the merchant must first determine the safe purchasing power of his capital — must know how often it is necessary for the stock or capital to be turned over each year, so that his credit obligations may be properly provided for, the largest discounts availed of, and the expense of depreciation for undesirable and out-of-date goods kept at a minimum.

In illustration,—a merchant starts with $5,000 capital and at the end of the year has carried an average stock of $10,000, had total sales of $15,000, with a gross profit of 25 per cent. and an expense of 19 per cent. His payments for merchandise had averaged 30 to 60 days slow, with the assistance of a small bank credit. The result would approximate the following:

Year's gross profits		$3,750.00
Deduct:		
Operating expenses	$2,850.00	
6% on capital	300.00	
Interest on overdue accounts	150.00	
Interest on bank loan.	60.00	
Depreciation on stock.	300.00	
		$3,660.00
Net profit		$ 90.00

Should this merchant have carried an average stock through the year of $5,000, sold for the year $15,000, on a cash basis his turn-over of capital would have been three times during the year and he could have taken advantage of discounts with the following approximate results:

Gross profits		$3,750.00
Discount on merchandise purchases		350.00
Total		$4,100.00
Deduct:		
Operating expenses	$2,700.00	
6% on capital	300.00	
Depreciation on stock.	200.00	
		$3,200.00
Net profit		$ 900.00

Skilful buying as exemplified in these two illustrations would have spelled success and earned a difference of over 16 per cent. on the capital invested by this merchant, and given to the business machine its fuel on a profit-producing basis.

These two illustrations prove that it is not the extent of gross profit that assures success, but the skilful and discreet handling of purchases which have eliminated some of the charges against gross profit and added to the net result which is the real test of profit-earning power.

As a final word, for it cannot be too frequently dwelt upon, sucess in retail merchandising is in proportion to good buying, for upon it depends the rapid turn-over of capital, the securing of best discounts, and a reasonable net profit.

Stove Demonstrations As An Aid to Sales

Toronto Hardware Firm Holds Stove Demonstration—Circularized the Surrounding District—Used Suburban Newspaper—The Results Attained.

Written for Hardware & Metal by C. H. Trelford, of Trelford Hardware Co., Toronto.

HAVING been on the road myself for some years, during which I was selling stoves, I have come to realize the usefulness of actual demonstrations through having seen them worked out on a large variety of hardware articles over a large part of Canada.

Hence our whole sales system is dependent upon our demonstrations, to which the other departments become mere adjuncts. The sight of the actual operation of a process appears to be much more convincing to a customer's mind than all the mere telling in the world.

To get down to the case in hand. Beginning a week before the inauguration of the sale proper, when our big demonstration of stoves and appliances occurred, we started the ball rolling by circularizing the trade with two thousand, eight-by-ten dodgers of which the accompanying cut is a replica; at the same time, we inserted a duplicate of this circular in our weekly suburban paper and allowed it to stand for two issues, which of course covered a two-week period.

We have thirty feet of well lighted window space and displayed our wares there in the manner shown in the accompanying photograph.

By this means we had everything dropping at once so as to have everything favorable for a red hot demonstration.

I should perhaps explain, that the same idea, on a smaller scale, has become a part of our regular practice. Although we have been in business here a very short time, we already have our trade educated up to the idea; for never a day goes by that we do not indulge in a demonstration of some kind.

In this particular case, we featured the gas stoves and appliances quite strongly on account of the large variety of hardware goods that may be used to advantage on such stoves. Incidentally, we made a leader of one particular style of stove on that account, together with the fact that its convenience and adaptability particularly recommend it to the housewife.

McClary's furnished us with two of their best men, so that with our own force we had five men demonstrating and selling. And each man, let me add, knew his wares from A to Z, had studied them from every angle and last of all — believed that they were the goods. That fact may have something to do with the fact that to-day, three weeks after the demonstration, we still feel the effects of it on our sales and actually have orders that we cannot fill.

Gas Attachment.

We have a very convenient gas attachment for our demonstrations; one that is simplicity itself. Through a hole in the floor we have connected up a hose with the pipes in the cellar so that it can be used to reach the bulk of our floor space. It is simply a matter of hooking up the hose with the stove of the moment and then by lighting the gas, turning it off and on, changing catchy parts, etc., it is very easy to hold the customer's attention. We, of course, enlarge upon the superior advantages of the stove we are endeavoring to sell, discussing it intelligently, touching upon its economical features, etc.



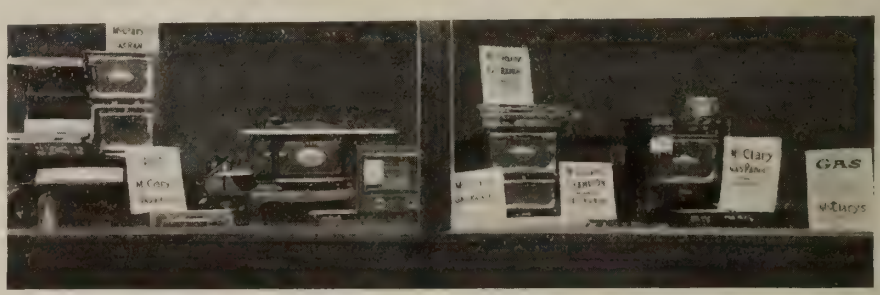
Circular used by Trelford Hardware Co., announcing stove demonstration.

We try not to forget that we are talking to laymen, not stove experts. For that reason we make our explanations as clear and as much to the point as it is humanly possible to do. For the poor glory of a few high-sounding phrases and confusing technical terms, it is scarcely worth while to talk over a woman's head and so risk the loss of a sale.

We never indulge in any cooking in connection with our demonstrations. My experience is that it invariably transfers the customer's attention from the stove to the food. We are hardware men, not grocers. I saw a most convincing proof of this fact in a Canadian city only last year. All of the hardware stores had a big stove demonstration day. One of them pulled off the cooking stunt. That store failed to sell a dollar's worth of goods while the others had a splendid day. One store in particular that was practically on a par with the one in question, in so far as opportunities, etc., went, made an unusual record by avoiding the cooking stunt and confining itself to stoves.

Our campaign has worked so well, that we will repeat the performance as soon as things quiet down. It has not surprised us, however, that it has worked well. We laid our plans and endeavored to meet the obstacles beforehand, so that what we had in effect was a practical sales machine that was entitled to meet with success.

Our heavy trade at present is in builders' hardware, to push the sale of which, one of us can usually be found haunting the vicinity of one of the numerous residences in process of construction in this neighborhood. When the builders' hardware trade slackens with the approach of fall, we will pro-



Sectional view of show window of Trelford Hardware Co., Toronto. The window is an exceptionally large one, but difficulty was experienced by the photographer in securing a photograph.

ceed to instill new life into our stove trade again. In the meantime, as previously stated we are still engaged in the effort to keep up with the orders resulting from our last demonstration.

TRADE PAPERS ARE HELPFUL.

Chatham, Ontario.—"In my experience," remarked a local hardware dealer the other day, "I find that the clerk who makes a practice of reading the trade papers speedily proves himself more efficient than the clerk who disregards their help.

"A great problem in the training of new clerks is to get them interested in their work—to get them to take pride in the hardware business as distinct from any other. The clerk who is interested to begin with can usually be counted on to pick up practical information.

"The trade paper is immensely helpful in stimulating the clerk's professional spirit. At least, my experience is that the clerk who reads his trade paper regularly shows results in increased interest and efficiency that more than pay for the time so spent. And, of course, in addition to its inspirational value, there is always the practical side. It helps to get the clerk interested in better ways of doing things; and from reading the bright ideas of others, he learns to think for himself, to observe and to originate.

"I've worked as a clerk in stores where the proprietor would lock the trade papers in his desk and would become wrathy if he found one of his staff perusing them. But I'm glad in my own store to have the boys look over every paper that comes in."

VAUGHAN & BUSHNELL MFG. CO.'S NEW CATALOGUE.

A new catalogue of fine tools has just been issued by Vaughan & Bushnell Mfg. Co., of Chicago, Ill. It is printed on fine coated paper with heavy double cover stock and title embossed in black, red and gold. It contains illustrations, descriptions and prices of all kinds of hammers, ratchet braces, automobile socket braces, pliers and nippers, staple pullers, anvil tools, chisels, punches, nail sets and belt punches, etc. In fact all tools necessary for carpenters, blacksmiths, bricklayers, machinists, plumbers, butchers, icemen, farmers, etc. The Canadian agent for this line is Alexander Gibb, St. Nicholas Building, Montreal.

Getting After the Factory Trade

A New Field by Way of the Factory Route

Written for Hardware and Metal by K. E. Bornhold, Berlin, Ont.

THE question of "How can I increase my business?" is ever before the real, the live, the energetic hardware dealer. With this end in view, the question of opening up a new field by way of the factory route may properly be discussed. The avenues of approach are many and one need not depend upon one's own ideas. Seek helpful suggestions from those about you, be they competitors or trade journals.

The scarcity of factories or the limited number of employees in any particular town need be no bar to a lively campaign for their trade. They will grow and incidentally they offer a sure and dependable outlet for a large variety of hardware, of a variety that is always on hand in any hardware store.

A very popular and telling method is to make a custom of making the rounds weekly, and above all, regularly, in order that your trade may learn to look for you on a certain day of every week, so that they may depend upon it that you will be there, to take orders, or to give information, as the case may be.

The salesman should, of course, carry a line of samples with him. Belt hooks, hack saw blades, files, emery wheel dressers, babbit metal and sample cards will suffice for an average line and may be changed as local demands require. In a furniture factory, for instance, the natural lines to go after would be screws, nails, varnish, etc. Study the requirements of that particular factory and make your stock correspond to their wants. Brass and steel butts suggest themselves in connection with firms that manufacture tables, desks, etc. Buffets and cabinets require a large amount of glass, thus enabling the hardware dealer to compete for this trade.

Each furniture factory has an upholstering department. Here shears and tacks are used.

In the finishing department linseed oil, turpentine, varnish, dry colors, etc., are used. Employees frequently require an addition to their private tool sets. Or they may make inquiry about household articles or the painting of their house. This is where the sample card of paints plays a prominent role.

The same methods that have been mentioned as applicable to furniture factories may be applied to mills, foundries, electric supply houses, shoe and button factories, etc.

By a careful cultivation of the men met in these rounds an enviable position may be built up. One can make himself the middleman between consumer and jobbing house to a surprising degree. Cultivate the men you meet. Make them feel that you are their adviser and will gladly furnish all the information they may require. When at a loss yourself, you can always fall back upon your jobber, who will gladly help you in everything of this nature. Your customers will soon learn to depend upon you and finding you careful about small orders will eventually give you larger ones.

In conclusion, it might be well to state that the keynote to a successful factory trade is the promptness with which orders are filled and also the regularity of the weekly calls. Splendid relations and substantial business may thus be established between the salesman and the factory staff. The result will justify the trouble.

THE DUMB BROKER.

(Written from experience.)

O, Broker, Broker, tell me why
The bulls are lying low,
And why the bears are fighting shy,
Who used to boss the show?
O, say, where are the public now
Who once made prices hum,
And tell me, tell me, why and how—
* * * * * *
The broker-man is dumb.

—Financier.

"Get into the envelope and seal the flap after you." This is the advice of Louis V. Eytinge to a man who asked him for a set of rules for writing successful sales letters.

* * *

If your goods have quality and you think you must cut prices—take a brace—what you need is better salesmanship. You know your goods are worth the price. Make the prospect know it too.

HARDWARE AND METAL

VOL. XXVI. No. 23 Toronto, Canada, June 6, 1914 Two Dollars per Year

The Trade Press as an Educator

IF the Dominion Government adopts the recommendations of the Royal Commission on Industrial Training and Industrial Education, and many believe it should do so, Canada will spend $3,350,000 annually to aid technical instruction and training, $3,000,000 of which will go to supplement local efforts in providing vocational training for those who are past school age. Prof. W. J. Robertson, the chairman of the Commission, believes that national progress is dependent solely upon the efficiency of individuals, men and women. What is required, he contends, is that the individual worker shall possess **intelligence, practical ability and co-operating good-will**, and these essentials are not inherited, but must be acquired by educational and technical training.

The work which the Dominion Government proposes to do through the establishment and maintenance of technical schools and by means of pre-vocational training will be a worthy complement to and recognition of the educational and inspirational work which the trade and technical press has been doing persistently and systematically for over thirty years. The publishers of trade and technical publications have no desire to pose as public benefactors entitled to subsidies, but it is an incontrovertible fact that they have done, and are doing, a great deal to advance the progress of Canada by enunciating and teaching the principle laid down by Prof. Robertson, as being essential to individual efficiency, and, therefore, upon which the greatness of the nation depends.

Intelligence, practical ability, co-operating good-will—these three have been for more than a quarter of a century the foundation-stones of the educational policy of the trade and technical press. It has taught men to think for themselves; it has roused their latent capabilities into action; it has made practical knowledge of and ability in one's business all-important essentials, and has helped men to acquire them by teaching advanced methods of manufacturing and selling, improved credit systems, and a proper appreciation of the place and power of modern advertising; it has been the inspirer and the leader in practically every co-operative movement having as its object the interchange of craft knowledge and the betterment of conditions. The trade press has served as the medium through which men have learned all the news of particular interest to themselves. A trade or technical paper is the only newspaper which supplies news one-hundred per cent. interesting to its readers. In a word, the trade and technical press has taught men that all real, lasting success, both as an individual and a business man, must be based upon **Service**, the fundamental of all honest, modern business.

It is inconceivable that the Government of Canada, which has already declared itself as realizing the importance of the work of industrial and technical education, can consistently permit its officials to put any obstacle in the way of a class of newspapers that are aiding to a very appreciable degree the accomplishment of that same work. There are a host of excellent reasons for maintaining the trade and technical press on the same basis as other legitimate newspaper enterprises, in the matter of postal rates and regulations, notwithstanding the personal prejudices of a few individual interests.

The Evils of Price Cutting

WHEN business slows up and prospects do not look any too good for the immediate future, there is often a tendency on the part of some manufacturers, jobbers and retailers to resort to price-cutting, the result being that prices are cut to the limit and business is demoralized. This is particularly true of retailers in some parts of this country and is a dangerous way of attempting to stimulate business. Every retailer should stand up for a legitimate profit.

A firm resolve not to cut price, but to maintain an equitable standard, based on cost would indeed be a good resolution to abide by. Make a price that carries a legitimate profit and do not be afraid to stand up for your profits. One of the greatest evils of to-day is that retail hardwaremen in many instances, are trying to undersell each other. Conditions of this kind should not exist. Price-cutting is bad business.

One of our greatest troubles has been our misunderstanding of the word "competition." It has occurred to a few that the word could mean something else besides "price"—that there could be such a thing as competition in service, in quality, in suggestion, in originality; but to the great body of merchants, both large and small, it has meant only "price."

Someone once said that competition was the life of trade. He should have said that a common-sense, co-operative competition, is the life of trade, or a mighty good stimulant, but that a riotous and haphazard competition is the death of business.

There are too many men who do not know their own

business, and singularly enough, they do not seem to realize this important fact. A man may know one side of a business and yet be unfamiliar with another side. He ought to be able to turn his business inside out and see what is inside as well as being able to look clear through it—or in other words, know it from its tap roots to its top-most branches.

If hardwaremen only knew each other better, "and knew where to get off," business life would be made much easier and profits would accrue more rapidly. How much better it is to work together than single-handed. Think of the hundreds of carloads of nails, wire, cement, etc., that are handled yearly by some hardwaremen at practically little or no profit. Think of the hundreds of lines that have been placed on the market during recent years —lines of goods which have been produced to sell at a reasonable price,—allowing the retailer a legitimate profit, and which after being on the market a few months have been cut-priced to the limit, by some retailer who for some unaccountable reason has cut the price and demoralized trade in these lines in his district. Retail hardwaremen should try to understand each other better. Too many things are taken for granted, and too many guesses are masqueraded around as facts.

The Business Situation

ALTHOUGH business in some lines is not as brisk as had been hoped for, it is felt that hardwaremen have less to complain of than merchants engaged in other lines. The recent period of continuous warm weather has had a beneficial effect upon the sales of summer goods and the briskness of the past two or three weeks has helped to offset the quietness which prevailed earlier in the season, when weather conditions were unseasonable. The movement of seasonable goods, especially with the retailers, has shown an encouraging increase.

In the metal markets little or no change has taken place. Orders are small and buyers are still very cautious. Paint manufacturers report that they are doing a very satisfactory trade with the retail hardwaremen and the latter report that the recent period of warm weather had a splendid effect on paint sales.

Stove manufacturers report a heavy demand for gas and summer stoves. A number of fall booked orders are being received. Retailers expect to dispose of fair quantities of cutlery, silverware, etc., during the present month. These lines are sold as wedding gifts.

Some difficulty has been experienced in securing fall banking on certain lines, but the trade generally is hopeful that conditions will have improved greatly by fall.

Trade at present is spasmodic, and is governed largely by the consumptive demand and weather conditions. Many firms are only buying for immediate needs and the general belief is that hardware stocks, as far as retailers and jobbers are concerned, are comparatively light for this season of the year. The promise of good crops has had a splendid effect on trade generally and the majority of merchants believe it is only a matter of a reasonable length of time until conditions have again become normal. Cheap money and the favorable crop outlook are among the chief factors operating to create a more cheerful sentiment regarding the future.

Vacation Days

THOUGHTS are usually turned to the question of summer holidays when the hot weather is ushered in. Now is the time for the merchant, and particularly the one with a large staff, to arrange for the allotment of vacations. Certain members of the staff cannot get away together, and the proprietor himself must be on hand when certain other members are absent. This makes a problem which requires no little attention and should be given consideration early in the hot season.

There are too, a great many merchants who have got the impression that the store cannot get along without them. This, nine times out of ten is usually erroneous. A vacation once in a while is a tonic which every man should have. He may not think he needs it at the time, but there will come a time when he will feel the benefit of it. Some men work from daylight until dark, year after year, without so much as a day's holiday with the exception of Sundays. These men should remember that life on this earth is short and that they will be a long time dead.

But when a vacation has been decided upon, the important question is where shall it be and what its nature? There are some people who on their vacation do not have any at all. They go in for strenuous exercises which do not give the tired body a rest, and when the holiday is over they are ready for another. This is a great mistake. Far better not go away at all than come back more tired than when you left.

Editorial Briefs

EDITORIAL BRIEFS.

BUYING IS THE FUEL of the business machine.

* * *

MORE MEN WOULD accomplish more if they would attempt more.

* * *

ARE YOU DOING your share of co-operating for trade betterment?

* * *

STAND UP FOR A legitimate profit. Price-cutting is poor business.

JUNE WEDDING PRESENTS are now in demand. Hardwaremen in many places are securing a good share of the wedding present trade.

* * *

THERE IS ONLY one way to sell household furnishings and that is to display the goods where they can be seen and examined by customers.

* * *

MANY RETAIL MERCHANTS fail and are unsuccessful because they over-buy or lack the skill properly to adjust purchases to the selling power of their business or their available capital.



The Evolution of the Scale

Ancient History on the Earliest Known Weighing Device Found in Ruins of Pompeii—The Gradual Improvement Up to the Modern Automatic Weighing and Computing Scale—Value of Heavy Scale for Checking Incoming Goods.

THE weighing device of 2,000 years ago—if we could to-day but place it on the counter—would make a sorry contrast with the modern scales to be found in so many grocery stores of the present. The evolution of the scale provides an interesting chapter in the era of progress from the time of the ancients and their crude methods. If one could but take a long peep back into the past and see the weighing devices the Romans used centuries ago, the sensation would be as unique as if Julius Caesar himself were to come back to earth to witness to-day the flight of a bird-man in a modern aeroplane.

Weights and measures have from time immemorial given standards for the traffic of the world. They antedate the use of money of any sort. Metal as money was originally so much weight in the balance; its name was weight word; the skekel was not at first a coin, but a shekel weight of silver. The talanton of the Greeks was a talent weight; even now the British gold piece retains the old weight name of pound, though more than two-thirds of its original weight is gone. No satisfactory history of weights can be compiled, and the true values of ancient weights are as uncertain as their origin. The Egyptian supposed he got the balance from his god; the Babylonian would say his wise men invented it; the Israelite traced it back to Cain.

When the Ox Was the Unit.

The earliest illustrations of the process of weighing are found on the temple walls of Egypt, dating back to the Rameses and the Thothmes kings. Here the balance appears, having gold rings on one end, counterpoised by a weight in the image of an ox head on the other. The original unit of value—i.e., the average weight of an ox or cow, was everywhere current in primitive times. The Homeric ox unit has been calculated as on an average equivalent to 135 grains of gold.

The most accurately defined weight is probably the Babylonian mina, discovered by Petrice of Egypt, and now deposited in the British Museum. This is of serpentine stone, conical in shape, of a weight of 15097.6 grains, with this cruciform identification: "One Manch, standard weight, the property of Meridach—sar I lami, and duplicate of the weight which Nebuchadnezzar, King of Babylon, made in exact accordance with the deified weight of Dungi, a former king." According to Layard's tables, the derived weight of one mina seems to have approximately been that of a pound avoirdupois.

One of Oldest Scales Known.

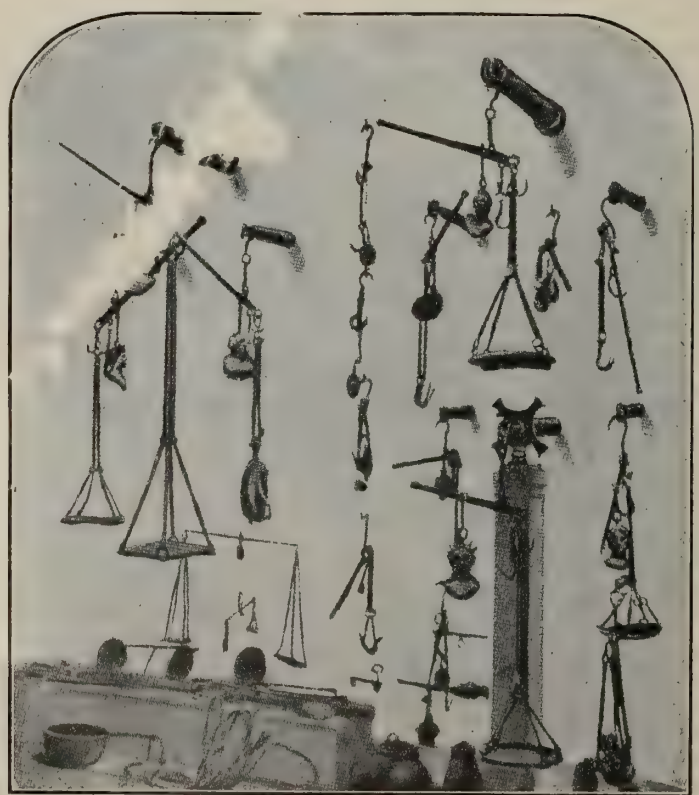
The scale above on the left is one of the most ancient known. It was discovered in the ruins of Pompeii—the great city that was covered 2,000 years ago by lava and which lay buried until well into modern times. As will be seen from the drawing, this old device consisted of a rope run through a pipe held horizontally by an upright in the centre. A lamb in those days was weighed by placing it on one pan of this scale and stones of equal weight on the opposite pan.

The contention is made, and is a reasonable one, too, that this was the origin of our "stone" of 14 lbs., used by many to-day in selling oatmeal, flour, etc. This old device has as well some of the ear-marks of the modern sensitive equal-arm-balance used by the apothecary.

Coming of Steel Yard.

As time wore on this Roman scale gradually evolved itself into the next shown above, which is an old type of the steel-yard. Again this became more modern, and

(Continued on page 46.)



Reproductions of ancient scales found in the ruins of Pompeii which was destroyed A.D. 79.

Special Displays for Special Occasions

Advertising Manager of Edmonton Hardware Firm Arranges Two Attractive Spring Displays—Special Display for Horse Show —Builders' Hardware Also Featured.

HAROLD COOK, advertising manager, Sommerville Hardware Co., Ltd., Edmonton, believes in running special window displays on special occasions and takes every advantage of opportunities which present themselves from time to time. During the spring horse show held at Edmonton this year, Mr. Cook arranged a "Horse Show Window," an illustration of which appears on this page.

The display created considerable favorable comment and a description of the window as outlined by Mr. Cook for Hardware and Metal will no doubt prove interesting to our readers.

The centre piece was made especially for the occasion, fitted with electric fixtures; trimmed with bits, riding crops and gilt horse shoes, which were tied with ribbons in horse show colors. On each side of the centre place was placed a drape of purple plush.

The "Blue Ribbon Rider" horse head in the centre is an oil painting, a work of art in itself, by Mrs. Cook.

The pillars at each side of the background were fitted with electric fixtures and beautifully entwined with purple wisteria and foliage. The pillars were connected by a centre strip 18 inches wide on which were placed raised blocks, and entwined with roses, ferns, wisteria and foliage.

The Goods Displayed.

The goods displayed were saddles, whips, riding crops, bridles, lap dusters, harness, etc., and to give the display a true horse show spirit the goods were tied with yellow and purple rosettes.

The goods were shown on solid oak plateaus, pedestals and slabs, which were finished in golden oak mission effect. Purple plush was draped from the pedestals and puffed on the floor.

The show card was the work of Mr. Cook and was set on an oak card easel. The display attracted a great deal of attention and lent itself to boost the Spring Horse Show, as well as helping to create sales of many of the lines of goods on display.

Builders' Hardware.

Another seasonable and attractive display that appeared, was one of builders' hardware, an illustration of which is here shown, although the photograph does not do justice to the display. Several hardwaremen who viewed the display stated that it ranked among the best they had ever seen.

It is unfortunate, but nevertheless a fact that many hardwaremen do not sufficiently feature builders' hardware in their show windows.

Accompanying the display was an attractive show card bearing the following, "Spring brings Yale hardware to the front."

The double pillars at each end of the background were fitted with electric fixtures, and daintily entwined with purple wisteria and foliage. The pillars were connected by a large scenic oil painting. The painting by Mrs. Cook, is of "Upper Lake" Killarney, and is a high class work of art.

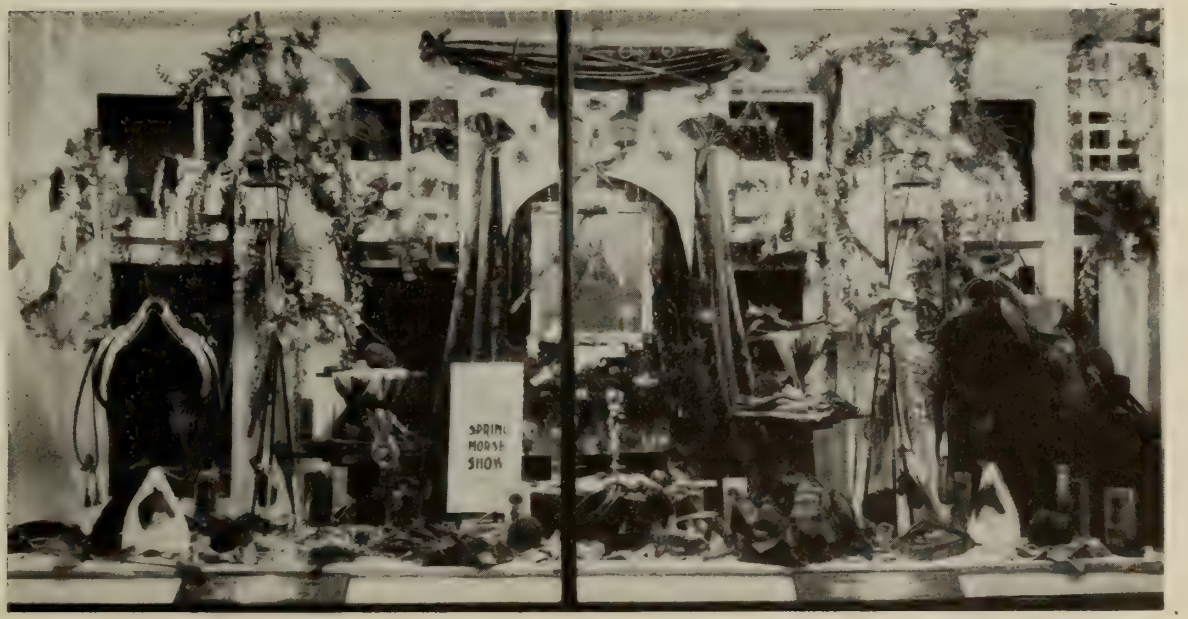
The various lines were shown on solid oak plateaus and pedestals, over which green plush was draped and puffed on the floor. The floor covering was of white felt.

A high class display of mounted inside and front door sets, store door sets, etc., was shown. Door checks, butts, etc., were also featured in the display.

Both displays were very creditable ones, and the same plan could be followed by hardwaremen in other parts of the country.

See next page for cut of Builders' Hardware Display.

The Premier Glass Co. of Canada, Ltd., capitalized at $3,000,000; head office Montreal; to manufacture and deal in plain and ornamental, cut, stained and every variety of glass, and to carry on a glass manufacturing business in every branch thereof.



"Horse show window" arranged by Harold Cook for Sommerville Hardware Co., Edmonton.

EVOLUTION OF THE SCALE.

(Continued from page 44.)

even to-day are to be found this steel-yard type of weighing device. Down to 1830 it was the only practicable method of weighing. A few years ago our fathers on the farm used the steel-yard extensively for weighing bags of grain, potatoes, dressed hogs, etc., before taking them to market.

Value of Large Platform Scale.

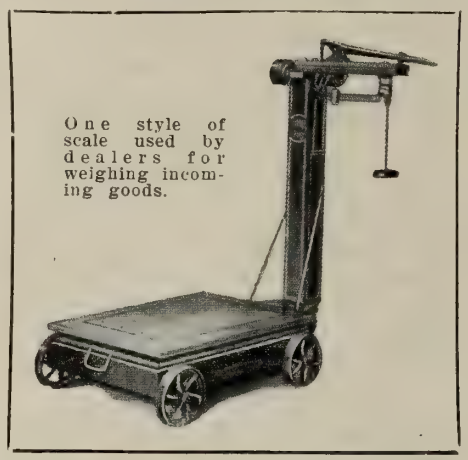
Then followed the platform scale. This scale was first built with wooden levers, steel knife edges and proper bearings, while, of course, to-day the mechanism of the modern platform scale is constructed entirely of steel or iron. Many merchants make the mistake of not securing a modern heavy scale for weighing their incoming product in bulk, a very necessary proceeding, as the enormous leaks—unintentional, no doubt, on the part of the shipper, but nevertheless real—caused by the reception of short-weight goods have seriously cut into profits.

On the extreme right of the cut at the top of first page is a spring scale of what is known as the "dead-load" type, and was recently put under the ban of the Dominion Government. The scales of this class now in use will, however, be permitted so long as they pass inspection; but their manufacture is prohibited, so that in a few years' time this type will be practically extinct.

The most common forms of weighing machines seen to-day on the counters of Canadian grocers are either the scale with a sliding poise of weight or a dial-computing scale. These counter scales are designed for weighing with great accuracy.

The Computing Scale.

In earlier days accuracy in weighing was not so important as it is to-day. Then the margin between cost and selling price was usually large. It was not an uncommon thing in those days to see a dealer throw in an ounce or two after weighing the goods. In fact, it became the universal practice to give overweight, but with the arrival of modern times and the constantly decreasing mar-



One style of scale used by dealers for weighing incoming goods.

gin between the cost and selling price of merchandise, it became apparent to the merchant that he could not afford to continue an unprofitable business. At the same time, he felt the need of some quick method for finding rapidly and accurately the money value of the goods he sold. From these two requirements the automatic self-computing scale resulted.

While computing scales in some form or other were invented as early as 1849, yet practically all the really modern features of this scale have been added since 1885.

The reputable scale makers are all the time working out new and improved weighing devices, and care should be exercised on the part of the purchaser on buying only from reputable concerns, as a poor scale is worse than none at all, and there are, unfortunately, a large number of cheap weighing machines on the market.

SULPHIDE vs. BROMIDE.

Aggressiveness vs. indifference. That's it in a nut shell. The difference between the salesman, who, like a skilful general, studies his friend, the enemy's points and then attacks them, armed with superior knowledge and a fighting spirit that never knows defeat; as against the fellow of indifference, lackadaisical, don't worry, let the other fellow do it, etc. The latter would never think of deliberately hunting out a man to interest him in a sale. Indeed he is outdoing himself if he does not actually scare away the customer who comes with a firm intention to buy. Witness the recent case of a man examining and pricing a water bucket in a certain Toronto store.

"Let me see how it hefts," he said to the clerk, reaching for it. The latter reached down, fumbled a moment and straightened up again, saying as he did so, "Oh, the darn thing's wired to the others." That customer turned on his heel and walked out to buy the same bucket in a store two blocks away.



An excellent window display of builders' hardware by Harold Cook, for Sommerville Hardware Co., Edmonton, Alta.

The R.M.A. Credit Reporting System Explained

Why Many Merchants Are Getting in Considerable Old Debts by an Inoffensive Letter—Delinquents Afraid of the Consequences of Delay—Making it Country-Wide.

HEREWITH is reproduced the form used by the Retail Merchants' Association of Canada in their Credit Reporting Department. The use of this has spread rapidly, and has been developed to a much wider extent in Western Canada than in the East.

This it will be seen is divided into two sections by a perforation so that they can be easily separated.

The bottom portion is torn off, the data filled in with a statement of the amount owed the merchant, is signed by him and sent out to the delinquent.

The top part is held by the merchant but must be returned, as stated, to the head office within a month from a date which is marked on the corner of each as it is mailed to members. Before being returned the information called for by the blank lines is required to be filled in for the Association's use.

It will be noted in the letter that the delinquent is called upon to pay the debt within fifteen days from the date. Otherwise the name will be passed along to the head office of the Association.

Second Letter from Association.

When this is done the latter sends another letter to the delinquent. This is on blue (summons) paper gotten out particularly for the Credit Reporting Department. This letter reads as follows:—

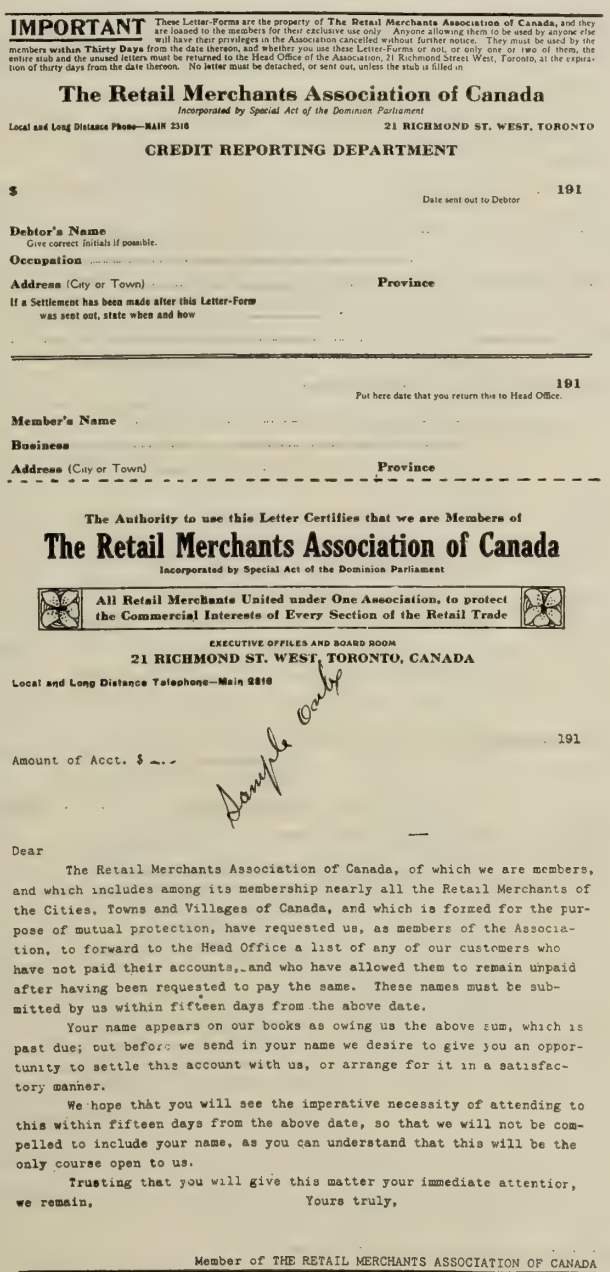
Dear Sir,—

John Jones, merchant, member of our Association, has forwarded to us a letter, stating that you are justly indebted to him, in the sum of $——, and after repeated requests for the same, you have failed to make a settlement—either in part or in full. We now beg to notify you that unless you make a satisfactory settlement with our member, within fifteen days from the above date, and notify us in writing within five days from the date that you make the settlement with them, we will, without further notice to you, place your name on our DELINQUENT DEBTORS' BOOK—which gives the names of all those who do not pay—and which goes into the hands of every member of our Association in Canada, which is formed for mutual protection, and which is comprised of all classes of retail merchants.

We dislike to believe that you purchased the goods with the intention of not settling for them, and we trust that you will make an effort to avoid being reported; but if you make no attempt to comply with this notice, we have no other alternative but to report you, and place your name on our Delinquent Debtors' List.

Yours very truly,

Retail Merchants' Assn.



IMPORTANT These Letter-Forms are the property of **The Retail Merchants Association of Canada**, and they are loaned to the members for their exclusive use only. Anyone allowing them to be used by anyone else will have their privileges in the Association cancelled without further notice. They must be used by the members within **Thirty Days** from the date thereon, and whether you use these Letter-Forms or not, or only one or two of them, the entire stub and the unused letters must be returned to the Head Office of the Association, 21 Richmond Street West, Toronto, at the expiration of thirty days from the date thereon. No letter must be detached, or sent out, unless the stub is filled in

The Retail Merchants Association of Canada

Incorporated by Special Act of the Dominion Parliament

Local and Long Distance Phone—MAIN 2316 — 21 RICHMOND ST. WEST, TORONTO

CREDIT REPORTING DEPARTMENT

$. 191

Date sent out to Debtor

Debtor's Name
Give correct initials if possible.

Occupation

Address (City or Town) **Province**

If a Settlement has been made after this Letter-Form was sent out, state when and how

191

Put here date that you return this to Head Office.

Member's Name

Business

Address (City or Town) **Province**

The Authority to use this Letter Certifies that we are Members of

The Retail Merchants Association of Canada

Incorporated by Special Act of the Dominion Parliament

All Retail Merchants United under One Association, to protect the Commercial Interests of Every Section of the Retail Trade

EXECUTIVE OFFICES AND BOARD ROOM
21 RICHMOND ST. WEST, TORONTO, CANADA

Local and Long Distance Telephone—Main 2316

. 191

Amount of Acct. $

Dear

The Retail Merchants Association of Canada, of which we are members, and which includes among its membership nearly all the Retail Merchants of the Cities, Towns and Villages of Canada, and which is formed for the purpose of mutual protection, have requested us, as members of the Association, to forward to the Head Office a list of any of our customers who have not paid their accounts, and who have allowed them to remain unpaid after having been requested to pay the same. These names must be submitted by us within fifteen days from the above date.

Your name appears on our books as owing us the above sum, which is past due; but before we send in your name we desire to give you an opportunity to settle this account with us, or arrange for it in a satisfactory manner.

We hope that you will see the imperative necessity of attending to this within fifteen days from the above date, so that we will not be compelled to include your name, as you can understand that this will be the only course open to us.

Trusting that you will give this matter your immediate attention, we remain, Yours truly,

Member of THE RETAIL MERCHANTS ASSOCIATION OF CANADA

Credit Reporting Form used by the Retail Merchants' Association—This is reduced greatly from original size.

Making It Dominion-Wide.

In each Province of the Dominion the association has provincial officers, with offices. From these offices are sent to every member, as many Collecting Letter Forms as he requires, and he sends them out to his slow pay or delinquent debtors. These letters are in no way offensive or abusive; but they give every debtor due notice that if he does not settle his account after a stated date, his name will be sent in to the secretary of the association, who sends out another letter to the debtor, stating that if he does not settle his account with the member within a stated time, his name will be entered on the Delinquent Debtors' List, and a copy of this Debtors' List will be placed in the hands of every member of the Association, and open for inspection by all retail merchants throughout Canada, who are members of "The Retail Merchants' Association of Canada." These names are, or will be, gathered and tabulated by the secretary of each province, and then they are compiled by the Secretary of the Dominion Board, and in this manner they become known throughout every province in the Dominion.

At a recent conference a retailer told how these letters had in a short time been the means of collecting some $19 in bad accounts.

Centres with Weekly Half Holidays or Otherwise

List of Ontario Towns and Cities Showing Whether Merchants Have or Have Not Half Day Off in Week During Summer Months —A Few Close Year Round—Of Interest to Traveler, Too.

EACH year this paper publishes a list of Ontario towns and cities where weekly half holidays are or are not observed. Each year the list where they are observed grows, demonstrating that the question of rest and recreation is one of importance. Below will be found a large number of centres represented; if any towns where a half holiday is held have been omitted, Hardware and Metal would be obliged to hear from subscribers in them:—

AURORA.—Wednesday afternoon in June, July and August.

AYLMER.—Wednesday afternoon in June, July and August.

ALMONTE.—No half holiday.

AYR.—No decision reached yet. Grocers and dry goods merchants considering it.

ARNPRIOR.—Merchants do not close here.

BELLEVILLE.—Half holiday Wednesday generally, during July and August.

BRADFORD.—Thursday, June, July and August.

BROCKVILLE.—Not yet announced, but will likely close Wednesday afternoons in July and August.

BOTHWELL.—Wednesday afternoon from May to end of September at 12 o'clock.

BURFORD. — Wednesday afternoon June, July and August.

BLIND RIVER.—No half holiday.

BYNG INLET.—No half holiday.

BOBCAYGEON.—No half holiday.

BLENHEIM.—Wednesday afternoon, from June 17 to September 15.

BRACEBRIDGE.—No half holiday.

BEAVERTON.—No half holiday.

BURLINGTON.—No half holiday.

BRAMPTON.—No half holiday.

BURK'S FALLS.—No decision arrived at yet.

BERLIN.—Wednesday afternoon in July and August.

BRUSSELS.—No half holiday.

BOWMANVILLE.—Wednesday afternoon, June, July and August.

BEAMSVILLE.—No half holiday.

CACHE BAY.—No half holiday.

CANNINGTON.—No decision yet.

CREEMORE.—Talked of, but no decision.

COBOURG.—Butchers only close here for half holiday.

COBALT.—No half holiday.

CALEDONIA. — Half holiday on Thursday from 1 p.m. in June, July and August.

A HELP TO THE TRAVELER.

Travelers will find in this list of weekly half holidays in Ontario information that will be of service to them in arranging their trips. It will be noted that there are no half holidays outside of Wednesday and Thursday, with the former a favorite.

CLINTON.—No half holiday.

COMBER.—Thursday afternoon, beginning June 18.

COCHRANE.—No weekly half holiday.

CHATHAM. — Thursday afternoons during summer months.

CHESLEY.—No half holiday.

CAYUGA.—No half holiday.

DESERONTO. — Wednesday afternoons during July and August.

DUNDAS. — Wednesday afternoon, from May to September.

DRUMBO.—No half holiday.

DUNNVILLE.—Wednesday half holiday from June 17 to Sept. 16.

DUTTON.—No half holiday.

ENGLEHART.—No half holiday.

ESSEX.—Thursday afternoon from June to first Thursday in September.

ELMIRA.—No half holiday.

ELORA.—Wednesday afternoon during summer months.

FERGUS.—Wednesday at 12 o'clock during June, July and August.

FINGAL.—No half holiday.

FORD CITY.—Thursday afternoons at 1 o'clock during May, June, July, August and September.

FORT ERIE.—No half holiday.

FRANKFORD.—No half holiday.

GALT.—Thursday afternoons in July and August.

GANANOQUE. — Wednesday afternoon at 12 o'clock during June, July and August.

GODERICH.—Majority close Wednesday afternoons, July and August.

GUELPH.—Close Thursday afternoon during July and August.

GEORGETOWN.—No half holiday.

HAGERSVILLE. — Thursday afternoons in June, July, August and September.

HAMILTON.—Wednesday afternoons during summer months .

HAILEYBURY.—No half holiday.

HASTINGS.—Wednesday afternoon, July and August.

HESPELER.—Wednesday afternoons from May to August.

IROQUOIS.—No half holiday.

KEEWATIN. — No decision yet arrived at. Last year closed Wednesday afternoon in July and August.

KENORA.—Not yet decided on. Wednesday afternoon last year, but this year some want it Thursday.

KINGSTON.—No general half holiday; some close Wednesday afternoon.

KINGSVILLE.—Thursday afternoon from May 1 to Sept 30.

KINMOUNT.—No half holiday.

KINCARDINE.—No half holiday.

LAKEFIELD.—Wednesday afternoon July and August, at 12 o'clock.

LONDON. — Wednesday afternoon, May to September.

L'ORIGINAL.—No holiday, early closing twice a week.

MEAFORD.—Stores close Thursday afternoon during June, July and August.

MERRITON.—Wednesday afternoon; June, July and August.

MERLIN.—Friday afternoon, June, July and August.

NIAGARA-ON-THE-LAKE. — Wednesday afternoon; July and August.

NIAGARA FALLS.—Nothing decided yet.

NORWICH.—Has not been discussed.

ORANGEVILLE.—Wednesday afternoon, July and August.

OSHAWA.—Thursday afternoon from June to September.

ORONO.—No holiday, but closes early every other night.

OTTAWA.—No holiday.

PICTON.—Thursday afternoon, June, July and August.

PETERBOROUGH.—Thursday afternoon in summer months.

PLATTSVILLE.—No holiday.

PORT ARTHUR.—No action yet; to be expected later.

PORT DALHOUSIE.—No holiday.

PORT DOVER.—No holiday.

PORT ELGIN.—Thursday afternoon, June, July and August. Close six o'clock year round; ten thirty preceding holidays.

PORT ROWAN. — Thursday afternoon; July and August.

PORT STANLEY.—No holiday on account of tourists.

PRESCOTT.—No holiday except barbers on Wednesday afternoon, June, July and August.

RENFREW.—No holiday.

RICHMOND HILL.—Wednesday afternoon, July and August.

RIPLEY.—No holiday.

ROCKLAND.—No holiday. Close at 6 p.m. Tuesdays and Fridays, according to city by-law.

ST. CATHARINES. — Coy Bros., A. W. Moore, Watts & Bate, Ltd., hardware dealers, Wednesday afternoon, June, July and August.

ST. MARY'S.—Wednesday afternoon, July and August.

ST. THOMAS.—Wednesday afternoon, July and August. Grocers and butchers in May and June also.

SARNIA.—No holiday and no action contemplated.

SCHOMBERG.—No holiday.

SIMCOE.—Thursday afternoon; June, July and August.

SIMCOE.—Thursday afternoon; June, July and August.

SOUTH PORCUPINE. — No holiday. 6.30 p.m. Wednesday and Friday, except on 10th or 15th of month, or preceding a holiday.

STAYNER.—No holiday; close at 6 p.m. except on Saturday.

STIRLING.—Wednesday afternoon; July and August.

STOUFFVILLE.—No holiday. Close at 6.30 p.m. Monday, Wednesday and Friday.

STRATFORD.—No holiday.

STRATHROY.—Action contemplated.

STREETSVILLE.—No hodilay.

SUDBURY.—No holiday. All stores close not later than 7 p.m.

TILLSONBURG. — Wednesday afternoon, June. July and August.

TAMWORTH. — Wednesday afternoon, July and August.

TAVISTOCK.—No holiday.

WARKWORTH.—Wednesday afternoon, June, July and August.

WATERLOO.—Action contemplated, But depends upon action in Berlin. If anything is done, holiday will fall on Wednesday for summer months.

WESTON. — Close Wednesday afternoon during summer months.

WINGHAM.—Close Wednesday afternoons in July and August.

WEST TORONTO.—Wednesday afternoon the year round, as a general rule.

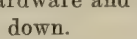
WINDSOR.—Grocers and butchers close Thursday afternoon the year round.

WOODSTOCK.—No half holiday.



A CORRECTION.

Owing to an error, the cut of No. 60 B. B. Wire and Rod Cutter in the Brown Boggs Co. advertisement, page 75, May 30 issue of Hardware and Metal, was inserted upside down.



"Be pleasant every morning until ten o'clock. The rest of the day will take care of itself."

Some Seasonable Suggestions

In the hardware store at this season of the year there are so many lines in demand that the hardwareman is often at a loss to know which lines to feature in his newspaper advertisements, or show windows. It often happens that if the hardwareman has an unprecedented demand for one or two lines he is liable to overlook the necessity of featuring others equally as seasonable, the result being that at the end of the season he is entirely cleaned out of some lines and has an overstock of others. Fortunate indeed is the merchant who can give each line the attention it deserves and so guide the selling end, that at the end of the Spring season he has very few overstocks on hand. Make sales "While the sun shines" and you won't have many dead dollars on hand when a new season arrives.

* * *

Put in a window display of all the little things that are needed around the home at the present time. There are hundreds of little things needed at this season of the year. Feature such lines as sprinkling cans, lawn rakes, grass shears, garden trowels, hose nozzles, hose clamps, screen door hinges, paint brushes, gas tubing, oil cans, sickles, rakes, hoes, window screens coil springs, ice picks, ice tongs, weeders, fly swatters, screen door catches, hedge and pruning shears, If you have no window space to spare try out a display counter or table in the store.

* * *

Hammock season is again with us. What are you doing to secure your share of the hammock trade? During the Spring rush did you forget to bring hammocks to the front? Have you featured them in your newspaper advertising? For people who do not own a hammock an advertisement featuring this line would have a strong attraction. The use of a suitable illustration would help to make your ad. more attractive. Some merchants are badly handicapped for sufficient display space to properly show their hammock line. Even if you have to keep your stock on the second floor or at the rear, it is a good plan to have three or four attractive designs displayed near the front entrance to the store.

* * *

Quite a number of retailers carried over refrigerators last year. It may have been the fault of the weather or it may have been lack of aggressiveness on the part of the retailers, or both. It is poor policy to wait until the real hot weather arrives before you start to feature refrigerators. Start now to get the public interested. Why not have one refrigerator in operation at the store? The cost of securing a supply of ice for two months will not come very high and you can rest assured that customers will appreciate your originality. An Ontario merchant tried the plan last year and he did not lose many sales. When customers entered the store to see refrigerators he was able to show one in operation and explain how foodstuffs could be kept in excellent condition during the real hot weather.

* * *

Do not forget the angling enthusiast. He is always ready to purchase anything that will assist him in his favorite pastime. The out-door sport enthusiast is also always with us and is interested in athletic goods. Make your windows work overtime during June. Work overtime with them if you find it necessary to do so in order to change the displays regularly. If you are not enthusiastic and willing to work hard during the month of June you are not a hardwareman.

* * *

We do not wish to become too personal but what have you done with the advertising matter which was sent in with your Spring paint order? How many posters are still in the corner in the rear warehouse? Has your delivery man decorated the stable with the handsomely enameled signs you received. or have they been placed in a prominnt place where they will help to draw customers to your store. Hope you are not like the hardwareman who last year put all his advertising color cards, etc., in an old revolving churn at the back of the store, where they were discovered by a paint traveler several months later.

The Established Business Policy of a Big Firm*

Too Many of Us Get on the Car of Business Without Having Any "Getting Off" Place in Mind—The Four Stones and Capstone of an Established Business Policy.

By Ben F. Corday.

IF YOU were to board a street car and say to the conductor that you wanted to get off at Twenty-third street, I suppose he would ring the bell at that street and you would get off.

But, don't too many of us get on the car of business without having any "getting off" place in mind, and after riding to the end of the line, we sometimes pay another fare to ride back again, and so we keep on going and going, making circles, so to speak, and finally, arriving at no place in particular, we "get off," sometimes by invitation and other times because our fare runs out.

Let's stop chasing the rainbow and come down to earth, applying common sense methods that will not only help us out, but our competitors as well. Let's be more generous to our competitors. Don't always accuse the other fellow—maybe we are to blame for some of the inconsistencies as much as he. Put the shoe on the other foot occasionally.

Here I am reminded of one of Mark Twain's stories.

Some years ago the famous humorist asked a neighbor if he might read a set of his books. The neighbor replied ungraciously that he was welcome to read them in his library, but he had a rule never to let a book leave the house. Some weeks later the same neighbor sent over for the loan of his lawn mower.

"I shall be very glad to loan you my lawn mower," said Mark Twain, "but since I make it a rule never to let it leave my lawn, you will be obliged to use it there."

This type of man is gradually becoming extinct. I believe we are learning to give as well as to take, and that the future holds much in store for us, if we will learn to give first.

I wonder how many of you have an established business policy—have a clearly defined idea of how your business should be conducted. Let me read you our established policy. A copy of this policy is signed by each individual member of the entire organization and filed away in our safe, but each member has a copy and is thoroughly familiar with this policy, both in letter and in spirit.

"We, the employees, officers and directors of the The Corday & Gross Company, recognizing that Justice is the greatest good and Injustice the greatest evil, do hereby lay and subscribe to, as the first stone of our policy, the greatest of all good.

Justice.

"The fullest meaning of this word shall be the basis of all our business and personal dealings—between ourselves as individuals, between our Company and those of whom we buy, and between our Company and those to whom we sell, as well as to our competitors.

"Justice shall be the first stone upon which we agree and determine to construct broader character as individuals and broader commerce as an institution. We realize that merit must be recognized whether in ability, or merchandise. With this certainty, we cheerfully, hopefully and courageously press forward to certain and unqualified success.

Co-operation.

"To accomplish the greatest possible results as individuals, and as an institution, we find Co-operation a necessity.

"We recognize that business without Co-operation is like sound without harmony. Therefore, we determine and agree to pull together and to freely offer and work with the spirit of that principle, Co-operation.

"So we shall grow in character and ability and develop individual and commercial supremacy.

"Difference of opinion shall be freely and fearlessly expressed, but we shall at all times stand ready to Co-operate with and heartily support the final judgment in all matters."

The third stone is

Economy.

"As each moment is a full unit in each hour and each hour is a full unit in each day, so each well-spent unit of thought and well-spent unit of action makes for each victory, and the final success.

"Life is like a bag in which, each moment, we place a unit of value or of rubbish, and our present and future happiness depends upon the contents or that bag.

"Recognizing that Economy is time, material and energy well spent, we determine to make the best use of them and so shall time, material and energy become our servants while we become the masters of our destiny."

The fourth stone is

Energy.

"As Energy is the power back of action, and action is necessary to produce results, we determine to energize our minds and hands, concentrating all our powers upon the most important work before us.

"Thus intensifying our mental and physical activity, we shall 'make two grow where one was,' well knowing that our individual and commercial crop of results will yield in just proportion to our productive and persistent activity.

"This power of Energy directed exclusively toward sound and vigorous construction leaves no room for destruction and reduces all forms of resistance."

The capstone of our Policy is

Service.

"We believe that the only sound and sure construction of success as an individual or an institution, depends upon the quality and quantity of Service rendered.

"We neither anticipate nor hope to be unusually favored by fortune, but we are thoroughly persuaded that fortune favors the performer of worthy deeds of unusual Service and we, therefore, determine that our days and our years be occupied with such performances.

"Quality shall always be the first element of our Service and quantity shall ever be the second consideration.

"Thus shall we establish not only the reputation but the character of serving best and serving most.

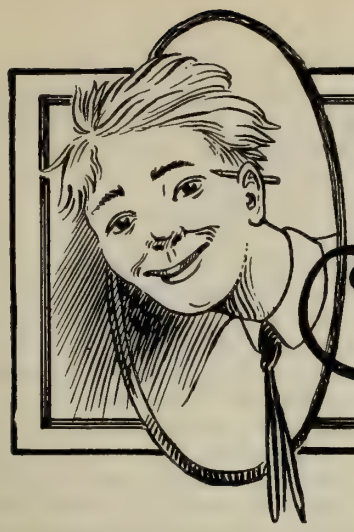
"Therefore, by serving admirably, we shall deserve and receive proportionately."

*Extract from an address delivered before the Printers' Cost Congress at Toronto.

Promotion for Paint Traveler.

E. W. Charlton, special representative of Brandram-Henderson, Limited, in Quebec city and Eastern Quebec province, has been promoted to the sales management of the Quebec division.

Mr. Charlton's promotion comes in recognition of his able conduct of business. He is one of the best known paint men of the eastern province, and has been recognized for years as a "premier" salesman in the paint trade.



THE JUNIOR CLERK'S PAGE

TRAVELER'S ADVICE TO A CLERK.

By H. G. M.

A traveler who calls on the retail trade gave this advice to a clerk with whom he came in contact during his visits to a certain merchant. "Always give a traveling salesman courteous and prompt attention. You never know what may come of it. For instance, about two weeks ago I was in the outer office of a large wholesale house and noticed a clerk from C—— having a talk with the proprietor. I knew the clerk just in a business way, and always found him bright, pleasant and seemingly energetic.

"The proprietor asked me, after the young man had left, if I were acquainted with him. I told him what I knew, and learned that he was applying for a position, so I was able to give him a boost. Salesmen often have opportunities similar to this, but it will also pay you in other ways, too!

"Say, did it ever occur to you that a salesman is not only a salesman, but a representative of the house, a man who should know all about the line he sells and that if you had some of that knowledge you would be of more value to your employer, making yourself ready for a place higher up. 'Knowledge is power,' so it is up to you to get some of that valuable information. Any good salesman is enthusiastic about his goods, and he will be glad to tell you whatever you want to know. Try it and see how much you can learn.

"I'll be around again soon and may be able to give up some more tips."

A WORD TO THE BOSS.

It would pay every employer and every manager to take this word of friendly counsel to heart.

If you want to improve your staff don't get on their nerves—get at their brains.

The nagging boss never cures the lagging assistant.

A policy of pin-pricks punctures the soundest enthusiasm in time.

You can no more henpeck a staff into doing their best than you can spank a howling child into a smiling good temper.

If you're always down on a man, it's all up with his chances of doing well.

It's the irritable master that makes the sullen servant.

The more snappish you are, the less "snap" will there be on the part of your men.

It doesn't pay you to have a dissatisfied staff. You won't grind dividends out of discontent.

A grumpy staff means an empty shop. Scowling faces frighten away customers.

Don't be annoyed if your men don't always share your opinions on business matters. You can't expect every one you employ to see the world through your eyes. You must make allowance for the personal point of view.

You're a fool to make your men mere imitations, mere parrot echoes of yourself.

Let them develop their own ideas. Make them men, not machines.

If you don't make the best of your men, you'll never get the better of your rivals.

If you want a man to use his head, don't treat him merely as a "hand."

A blunt employer is apt to say some very sharp things. That's all very well on occasion; but don't be everlastingly sneering at the stupidity of your staff.

A friendly pat on the back sometimes lightens a man's task more than a heavier pay envelope does.

Little kindnesses do more than big money to insure a loyal staff.

Better have a loyal staff of men who make mistakes sometimes than of clever discontented workers who simply loathe you, and don't care a tinker's curse whether the business goes down or not.

Don't you think so?

WHAT IS ELECTRICITY?

What is electricity?

The question was put directly to Dr. Charles Proteus Steinmetz, the famous expert of the General Electric Company, in the hope that he might be able, if not to tell what it is, at least to give a definite idea of what it may be. Dr. Steinmetz replied:

"Electricity is a loose term, used miscellaneously in referring to all matters electrical.

"To give it definite meaning one must know whether reference is made to electrical energy, electrical pressure, electrical intensity, or electrical quantity.

"Electrical quantity (represented in the electrical current) is generally assumed by scientists to be a substance with atomical structure, the unit of which is the electron.

"Electrical pressure is meant in referring to the voltage. Electrical intensity is the voltage per unit lengths.

"Magnetism is a similar term, which does not mean anything to the scientist. Two pieces of steel may have exactly the same structure, as far as science can determine, and yet one may contain magnetic quantity and the other be without it. Or the two may contain the same amount of magnetic quantity and have different magnetic intensity. Quantity times intensity equals energy.

"There may be the same quantity of water in two pipes and different pressure. Or there may be the same pressure and different quantity. If water, the liquid, water pressure and water power were all loosely called water, we should have the same confusion that the words electricity and magnetism suggest to the scientist."

"Is there such a thing as electricity?" he was asked.

"I cannot state positively that electrical quantity is a substance," Dr. Steinmetz replied, "or that there is such an atom as the electron. I say simply that this is the most commonly accepted theory."

Which leaves us just where we were at the beginning. In other words, no one can say that there is such a thing as electricity. And all that has been written and said about electrons is based upon nothing but a hypothesis.

Problems in Sheet Metal Work

IN the problem presented here we show a three-pieced tapered elbow, with all the taper in the centre section. This makes a neat elbow, and has several good points, such as not requiring as much height as an ordinary tapered elbow. Both ends being straight, they make a better joint with other pipes than when tapered. with the further advantage that the pattern of the centre-piece only need be developed, as the two end pieces are made with the regular three-piece pattern.

In elevation Fig. 1 we show a three-piece elbow. To lay out same proceed as follows:—Erect on a line, say A-B, one section of a three-pieced elbow, as shown by A, B, C, D, the diameter of which is the large end of the required elbow. At right angles to B-D mark line as E-F, on which line erect E, F, G, H, being one section of a three-pieced elbow, the diameter being the size of the small end of required elbow.

Connect points C-G and D-E, completing elevation of elbow.

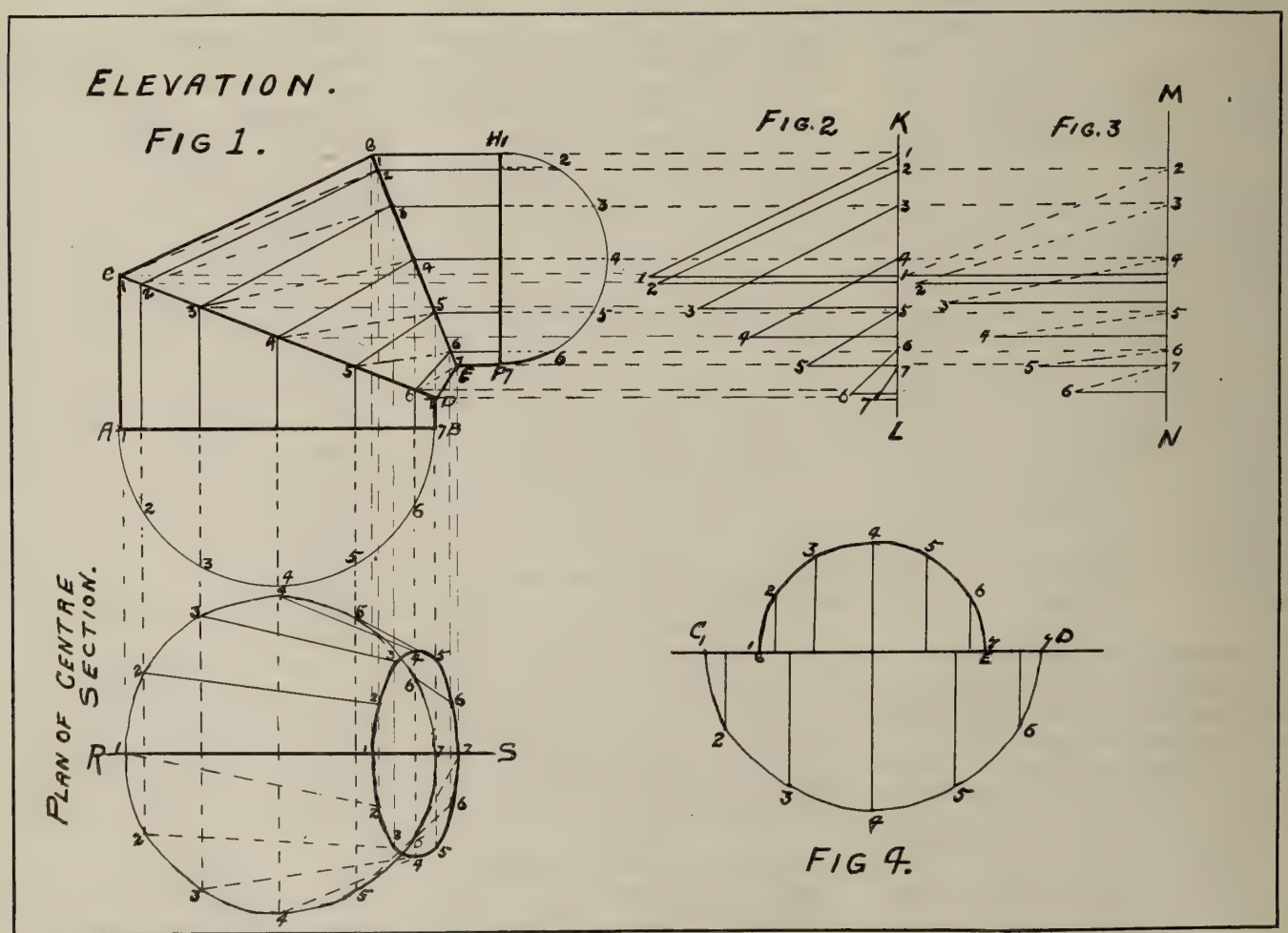
On the base lines A-B and F-H draw a half circle, and divide into an equal number of parts as shown by 1, 2, 3, 4, 5, 6, 7. From the points thus obtained draw lines at right angles to the base lines and continue them on until they meet the mitre lines C-D and G-E. Continue these lines across centre section connecting point 2 on C-D to point 2 on G-E, 3 to 3, etc. Connect point 1 on mitre line C-D to point 2 on G-E, with dotted or broken lines, point 2 to point 3, 3 to 4, 4 to 5, 5 to 6, and 6 to 7.

The next step is to lay out the height of the different triangles. Parallel with H-F draw two lines as K-L and M-N. From the different points on mitre lines C-D and G-E draw lines parallel to A-B until they meet lines K-L and M-N, the points marked by solid lines being marked on line K-L and the points marked by broken lines on line M-N. This gives us the height and the base line of the triangle, but we have yet to obtain the measurement of the base lines.

To get these we must first make a plan of section C-G-D-E. Then draw a line as shown at R-S, parallel to A-B, extend centre line 4-4 from A-B until it meets line R-S; with this point as a centre draw a circle of the diameter of A-B.

At right angles to R-S draw lines from points 1, 2, 3, 4, 5, 6, 7 on mitre line G-E, then with the compases mark out on these lines from R-S the distance from H-F to the points in half circle, the distance from H-F to point 2 being placed on line drawn from point 2 on mitre line G-E, H-F 3 on line from point 3, H-F 4 on line from point 4, H-F 5 on line from point 5, H-F 6 on line from point 6. H-F 1 and 7 centre lines in plan are on line R-S; a line drawn through the points thus obtained completes plan of centre section C-D, G-E.

On the plan draw solid lines connecting points 1 to 1, 2 to 2, 3 to 3, 4 to 4, 5 to 5, 6 to 6, 7 to 7, the distance from point to point being the base of triangles formed by solid lines on elevation.



With the compasses take distance from points 1 to 1 on plan and mark out from K-L on the line drawn from point 1 on mitre line C-D. Draw a line from point thus obtained to point on K-L drawn from 1 on mitre line G-E. The distance between these two points is the exact length on pattern between points 1-1 of the centre section. Take distance 2-2 on plan and mark out from K-L on the line from point 2 on mitre line C-D. A line drawn from this point to point 2 drawn from mitre line 2 E gives distance between points 2-2 of centre section. Proceed with points 3-3, 4-4, 5-5, 6-6, 7-7 in the same manner.

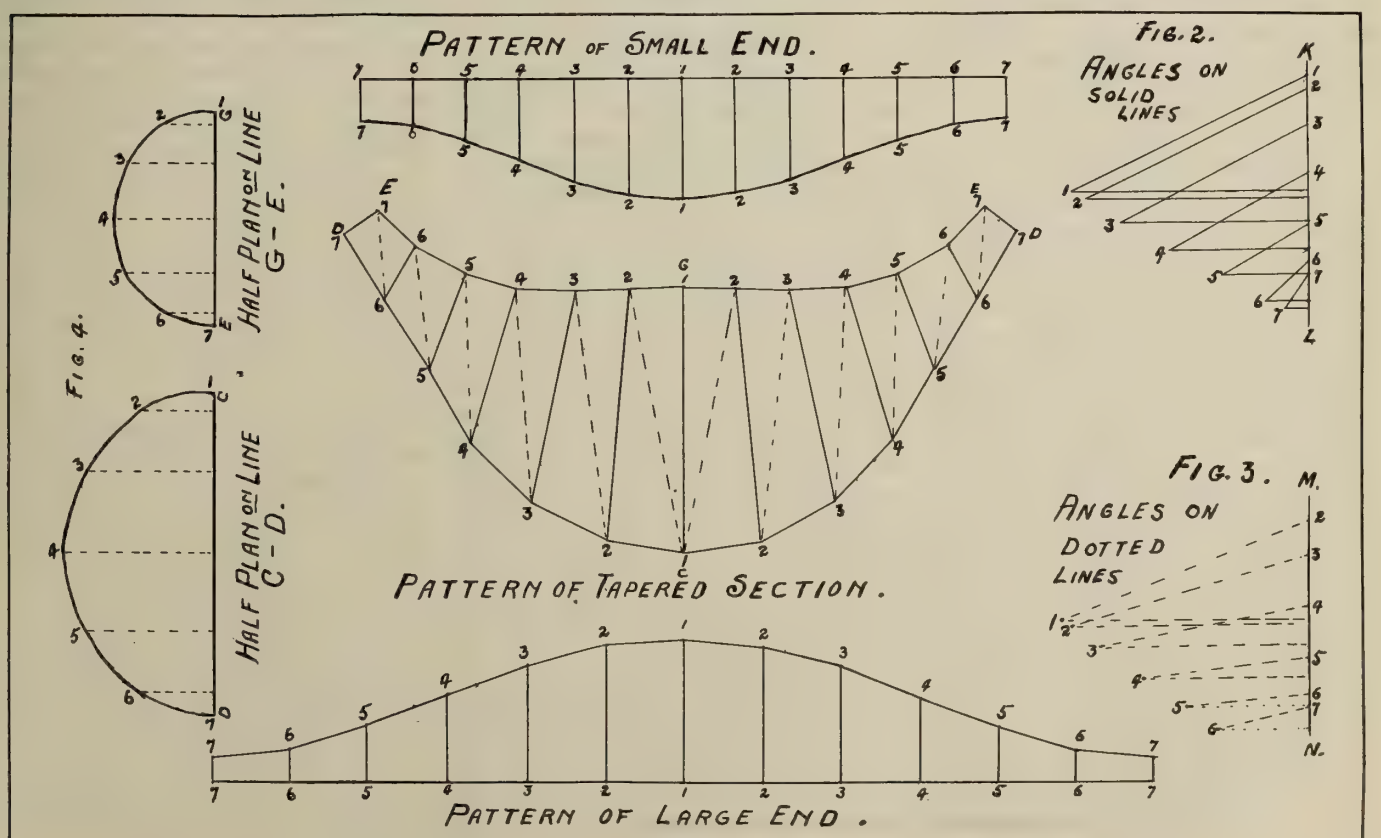
On the plan draw dotted lines connecting point 1 of large diameter to point 2 of small diameter, 2 to 3, 3 to 4, 4-5, 5-6, 6 to 7. With the compasses take distance from point 1 to point 2 marked by dotted lines, and mark out from M-N on line drawn from point 1 of mitre line C-D. Draw line from point thus obtained to point 2 M-N drawn from mitre line G-E. This gives the exact length between point 1 on C-D to point 2 on G-E. Repeat with 2-3, 3-4, 4-5, 5-6, 6-7, the triangles formed by lines on M-N being the ones formed on dotted lines on elevation.

In Figs. 3 and 4 we have the distance between the two lines C-D and G-E, but before we can draw the pattern we need the shape of elbow on the mitre lines C-D and G-E, in order to get the proper circumference of them on these points. To obtain these proceed by taking a line as C-D on Fig. 4, on which mark the space between 1-2, 2 to 3, 3 to 4, 4 to 5, 5 to 6, 6 to 7 on the mitre line C-D. From these points draw lines at right angles to C-D. On these lines, 1, 2, 3, 4, 5, 6, 7, mark out from C-D the distance from line A-B in elevation to points in half circle, point A in elevation being point C in Fig. 4, from line A-B to point 2 being placed from line C-D on line 2. Repeat with other points. A line drawn through the points thus obtained in Fig. 4 gives a one-half profile or shape of elbow on line C-D. Proceed in a similar manner. The spaces between 1, 2, 3, 4, 5, 6, 7 on profiles in Fig. 4 give the circumference on the lines C-D and G-E.

The two end pieces can be developed in the regular way from elevation. For the pattern of the centre section, proceed as follows on a line as shown, mark off a distance equal to 1-1 in Fig. 2, with the compasses take the distance point 1 to 2 in Fig. 3, and with 1-C of pattern as a centre, strike an arc near point 1 at G-1, with distance from G 1 to 2 in Fig. 4 and G 1 on pattern as a centre strike an arc cutting arc struck from C 1. A dotted line should be drawn from the point obtained to C 1 to keep tab on the work as it proceeds.

With 2-2 in Fig. 2 and with point 2 just obtained as a centre, strike an arc near C 1; with C 1-2 in Fig. 4 and C 1 of pattern as a centre strike an arc cutting one just made; with 2-3 in Fig. 4 as a radius and point 2 just obtained as a centre, strike an arc near point 2 on upper part; with 2-3 on small profile as a radius and point 2, small end, as a centre, strike an arc cutting one just made. Where these meet is point 3 of small end. With this point as a centre and 3-3 of Fig. 2 as radius, strike an arc near 2 of large end; with 2 of large end as a centre and 2-3 of large profile in Fig. 4 as a radius strike an arc cutting one just made. Where these arcs meet is point 3 of large end. With this point as a centre and 3 to 4 on Fig. 3 as a radius, strike an arc near 3 of small end; with 3 of small end as a centre and 3 to 4 of small profile as a radius strike an arc cutting one just made. Where these arcs meet is point 4 of small end. With point 4 just obtained as a centre and 4-4 of Fig. 2 as a radius, strike an arc near point 3 on large end; with point 3 on large end as a centre and 3 to 4 of large profile as a radius, strike an arc cutting one just made. The points where arcs meet is point 4 of large end. With point 4 just obtained and 4-5 on Fig. 3 as a radius, strike an arc near 4 on small end; with 4 on small end as a centre and 4 to 5 on small profile as a radius, strike an arc cutting one just made. Where arcs meet is point 5 on small end. With point 5 as a centre and 5 to 5, Fig. 2, as a radius, strike an arc near point 4 on large end; with point 4 on large end as a centre and 4 to 5 of large profile as a radius, strike an arc cutting one just

(Continued on page 54.)



TEN CENT LIMIT.

The little game of business played by the F. W. Woolworth Company in its 680-odd stores, where the price of goods is limited to 10 cents, produced some astounding results in 1913, when total sales of $66,228,072 created a new high record for the annual turnover. The gross earnings of the Erie Railroad, amounting to $62,647,359, were $3,580,713 less than Woolworth's; the New Haven road, with $68,613,503, was only $2.385,431 ahead, while the Adams Express Company, with approximately $35,000,000 gross, showed earnings slightly more than 50 per cent. of Woolworth's.

Some of the individual items that produced the result seem unbelievable.

Sales of jewelry of the 5-cent and 10 cent variety, amounted to $2,500,000, a gross business of which few jewelers can boast. The country is now musically inclined and in furnishing its supply of the demand the Woolworth Company sold $1,500,000 worth of sheet music. The candy counters were the Mecca for sweet-tooths and resulted in sales of $8,500,000 worth of confectioneries.

The Woolworth stores in 1913 distributed 1,200,000 ten-cent bottles and 360,000 five-cent bottles of peroxide of hydrogen. They sold 43,000,000 clothes pins, or enough to fill 40 freight cars. The 27,576,000 pair of hose sold during the year furnished one out of every four persons in the United States with a pair of stockings. The many mysterious ways in which women use and lose hairpins resulted in the sale of 372,000 pounds of that commodity.—Wall Street Journal.

SALES PSYCHOLOGY.

"I'm merely looking around to-day," is the most frequent answer received by the smart salesman, who greets the customer at the door or close by. Possibly though, this discouraging answer may be due to the form of the salesman's questions, coupled with the absence of a real intent to purchase. Such a one, who is asked by the salesman, "Anything I can do for you?" or some question of a similarly doubtful character, is quite likely to allow it to clinch the matter for him by replying in the negative. On the other hand, if the question had been positive in its nature, aggressive,—in fact, a statement rather than a question,—the customer would as likely as not have decided the other way about, through the sheer force of auto suggestion. In short, the salesman's approval, his clever assumption that there was no doubt about the intent to purchase, else the customer would not have come to the store, decided the matter for the customer, who as likely as not, had no definite intentions one way or the other.

God helps those who helps themselves and there are too many clever fellows, waiting around the corner for your prospect for it to be necessary for him to cultivate the salesman.

It is a case of the latter studying the mental attitudes of the genus prospect and playing on the delicate strings of it so that they answer his every touch.

ENTHUSIASM.

What is the prime requisite for business success?

Enthusiasm, first, last and all the time. To the man who can bring to his work that one all important quality, others come as a matter of course. We may smile at the boy-like exuberance of Smith as he descants upon the superior virtues of the new lawn mower he has in stock, but we will probably, like Goldsmith's friend "who came to scoff, and remained to pray," end by buying it. Our smile, at its worst, is one of tolerance, that, as we follow the tumbling torrent of Smith's explanation, gives way to attention and finally to questions—and Smith's enthusiasm stands on its own legs. No man can be enthusiastic who does not believe in his goods. He can't believe in them unless they are honest goods. Honest goods sell. Simple, isn't it?

THE MAIL ORDER BOGEY.

Of all the plans that have been tried out to offset the inroads that the mail order house has been making on the business of country merchants, from plain beefing to the most aggressive warfare, none has been found so effective as fighting the devil with fire. In other words, the men who have adopted mail order methods for their own use are the men who have turned victory into defeat.

Why waste time in costly experiments? It has all been done for us free of charge by a high priced corps of experts, who have given us in the mail order catalogue and the efficient methods behind it, the last word in merchandising. It has been through a process of elimination that has covered a period of years that the small merchant cannot afford and would be foolish to attempt to duplicate.

The cost of getting out a small and compact catalogue of hardware goods is infinitesimal. You will have most of them in stock. It is a mere trifle if the reverse is true. Jobbing houses are so situated as to serve the largest possible territory promptly. Explain the needs of the case to your jobber and he will be only too glad to assist you by filling your orders promptly. Under such a plan, the small dealer has the advantage over his huge rival in that he does not have to carry the complete stock and can still fill orders quite as promptly as the other.

GALVANIZED POULTRY FENCE.

The Steel Co. of Canada have put on the market a galvanized poultry fence perfectly galvanized. This poultry fence is a true woven wire fence and not netting, large wires without increased cost. It is made of No. 9 top and bottom wires, No. 13 intermediates and stays, and is done up in 10, 20, 30 and 40-rod rolls. It is hard, stiff and springy. It carries a coat of zinc put on by the latest method, and a great improvement in galvanizing zinc coating, that stays on and never comes off.

This poultry fence, which is called "Invincible." saves, it is said, in cost of erection, because it requires fewer posts, while top and bottom rails are not needed to keep the fence in shape.

PROBLEMS IN SHEET METAL WORK.

(Continued from page 53.)

made. Where arcs meet is point 5 on large end. With point 5 just obtained as a centre and 5 to 6 on Fig. 3 as a radius, strike an arc near 5 on small end; with 5 on small end as a centre and 5 to 6 on small profile as radius, strike an arc cutting one just made. Where arcs meet is point 6 on small end. With point 6 just obtained as a centre and 6 to 6 on Fig. 2 as a radius, strike an arc near point 5 on large end; with point 5 on large end as a center and 5 to 6 on large profile as a radius, strike an arc cutting one just made. Where arcs meet is point 6 on large end. With point 6 on large end as a centre and 6 to 7, Fig. 3, as a radius, strike an arc near point 6 on small end; with point 6 on small end as a centre and 6 to 7 of small profile as a radius, strike an arc cutting one just made. Where arcs meet is point 7 of small end. With point 7 just obtained as a centre and 7 to 7 on Fig. 2 as a radius, strike an arc near point 6 on large end; with point 6 on large end as a centre and 6 to 7 of large profile as a radius, strike an arc cutting one just made. Where arcs meet is point 7 of large end. Draw line from points 1, 2, 3, 4, 5, 6, 7 on each end and from 7 to 7, and we have one-half the pattern. When laying out pattern, if we work from the centre line both ways, as shown on drawing, we have the pattern of centrepiece complete.

Current News of the Hardware Trade

Obituary.

The death occurred at Ingersoll, Ont., of Walter Mills, a member of the firm of Nagle & Mills.

Moved Offices.

The Schuchardt & Schutte Co. have moved their head office for Canada from Montreal to 42 Adelaide Street West, Toronto.

Fire Losses.

Toronto, Ont.—E. McGillvray, hardware, suffered loss by fire.

Wallaceburg, Ont.—The plant of the Canada Flax Mills, Ltd., was damaged by fire.

Regina, Sask.—Damage to the extent of $25,000 was done the Peart block here by a recent fire.

Business Changes.

Taber, Alta.—A tinsmith business has been opened by E. J. Franklin.

Roland, Man.—J. E. Birch & Son, hardware, have sold out to M. Horn.

Huntoon, Sask.—The firm of Walter and Gillespie have opened a hardware store.

Stonewall, Man.—W. Seed has purchased the hardware business of E. C. Vincent.

Brock, Sask.—W. L. Kiel has replaced W. L. Kiel and Co. as proprietor of their hardware and furniture business.

Industrial.

Kingsville, Ont.—The Dominion Stove Co. will erect a plant to cost $12,000. J. C. Pennington, La-Belle Building, Windsor, Ont., is the architect.

Medicine Hat, Alta.—The Pump and Brass Works are making considerable extensions to their plant, and adding to their stock of patterns and equipment. Geo. E. McDonnell is manager of the company.

The Kawneer Mfg. Co., of Toronto, Ont., has purchased a site covering seven acres at Guelph, Ont., where they will build a factory 40 x 500 feet for making art metal mouldings for store fronts, etc.

Ontario Corporations.

The Hoover Electric Cleaning and Service Company, Ltd.; capitalized at forty thousand dollars. The company will manufacture and renovate all kinds of household equipment. Head office will be in Toronto.

The Union Cement Co., Ltd., has been incorporated for the purpose of the acquiring and preparation of Portland cement material, building stone, etc. The Company is capitalized at two hundred thousand dollars. Head office will be in OwenSound, Ont.

New Firms.

Montreal, Que.—A. Goyette & Fils, hardware, have registered.

Retlaw, Alta.—The Devereaux Hardware Co., of this place, have built a new machine warehouse.

Mazinod, Sask.—J. W. Winters & Sons are building a new two-storey metal-clad, fireproof hardware store.

Wadena, Sask.—It is stated hat H. C. Pierce will open up a large business in lumber, hardware and building supplies.

Preston, Ont.—W. Jones, late of the Metal Shingle and Siding Co., will open up a tinsmithing and furnace installation business in the near future.

Travers, Alta.—The McGregor Hardware Co. has opened a store here in tent quarters, and as soon as the townsite has been placed on the market will erect a two-storey building. The new branch is in charge of H. A. MacNeil. Travers is reached via Sweet Valley, Alta.

Personals.

Fort William, Ont.—Chas. Goodeve, formerly of J. & T. M. Piper, is the new manager of the West Ward store of the Fort William Hardware Co.

F. F. Barber, who is in charge of the machine tool sales department of the Canadian Fairbanks-Morse Co., Toronto, was married on June 3 to Miss E. W. Walker, of Toronto.

Colonel Robert Starke, of the Third Victoria Rifles, and Charles Smith, of the 65th Highlanders, will be absent from work at Starke, Seybold & Co., Montreal, to attend the annual camp at Three Rivers, next week.

Monahan Bros., St. Lin; J. F. Corriveau and Arthur Laberge, of Chateauguay; G. Marquis and Corriveau Frere, of St. Genevieve; Arthur Desjardin, St. Jos. du Lac; E. C. Whinfield, Calumet, and A. Lemieux, of Henryville, Que., were among the out of town buyers in Montreal this week.

J. T. Craig, of E. T. Wright & Co., Hamilton, Ont.; J. C. Wilson, of Lovell Mfg. Co., Erie, Penn.; Prescott W. Robinson, of the H. & R. Arms Co.; M. J. Fultz, of American Pad & Textile Co., Chatham, Ont.; A. A. Seligman, of L. B. Wasserstrom, New York; and S. R. Nicholas, of Ashton Mfg. Co., Newark, N.J., were calling on the trade in Montreal this week.

The Empress of Ireland Disaster.

Montreal.—The great loss of life on the C. P. R. steamer Empress of Ireland last Friday has been the main topic of conversation in the hardware trade here. Not only has there been a lot of discussion as to the cause of the collision and the loss of well-known people, but in several instances the awful tragedy of the sea struck close home. One of the victims was Miss Waneta Crathern, a niece of George Caverhill, of the firm of Caverhill, Learmont & Co. She was on her way to England to join Mrs. Caverhill and family, who are now visiting in the old country. Her body was recovered and brought to Montreal, where the funeral was held on Tuesday afternoon from the residence of Mr. Caverhill, 166 Drummond Street, to Mount Royal cemetery. A very large number of friends attended. Among the floral tributes was a wreath from the staff of Caverhill, Learmont & Co.

Another victim of the grim tragedy was Mrs. Seybold, wife of Edward Seybold, of Ottawa. Mr. and Mrs. Seybold were sailing together for England and it was the irony of fate that he should be saved and his helpmate taken from him. Mr. Seybold is a brother of J. P. Seybold, of the Independent Cordage Co., Montreal, and Mrs. J. P. Seybold and the deceased lady were sisters. On their way to Quebec to take the steamer Mr. and Mrs. Seybold visited their brother and sister in Montreal, also their nephew, Herbert Seybold, of Starke, Seybold & Co. Mr. J. P. Seybold then accompanied them to Quebec. It was only a short time later that word came of the awful disaster and the conflicting reports of the names of the rescued and lost, in which the names of Mr. and Mrs Seybold alternately appeared. Finally came the word that Mr. Seybold was safe, and later the body of Mrs. Seybold was found after a search of over 250 bodies. The funeral was held in Ottawa on Monday from the residence of another brother, J. A. Seybold, and was attended by many relatives and friends. J. P. Seybold and Herbert Seybold, of Montreal, attended, as did also another nephew, Gordon C. Seybold, of the Cochrane Hardware Co., Sudbury, Ont.

It will be gratifying news to many people in the hardware trade to learn that A. O. Hurst, representative of Tonk's Limited, of Birmingham, Eng., was among the survivors. Mr. Hurst had

(Continued on page 62.)

"THE KNACK OF SELLING."

The System Magazine, Wabash avenue and Madison avenue, Chicago, have issued an excellent set of booklets on the topic of salesmanship under theh title "The Knack of Selling." They summarize in a very attractive and informing way some of the best principles of salesmanship. The books are titled "Mapping out the Canvass," "Managing the Interview," "How and When to Close," "Finding and Correcting your Weak Points," "Getting in to See a Prospect," "Acquiring the Art of Mixing." The books are written in an attractive and readable style, while numerous illustrations from the experience of successful salesmen increase the value of the set. To many salesmen some of the individual suggestions will be easily worth the cost of the whole set of books, which sells for $5. The books are convenient in size and shape to carry in the pocket for utilization in spare time. The value of this series as of so many others of a similar nature depends of course, largely upon whether or not the salesman will put the principles and methods into practice. If he does there is no doubt of the usefulness of the volumes.

EFFICIENCY.

Rivers was angry, justly so, he thought. "What right had the boss to lecture him on the disposal he made of his own time!"

"You don't understand, Mr. Watson. Even though I do play a little poker now and then it is always in my own room or in that of one of the other fellows. I never go down to Mur—."

"I understand only too well," interrupted the other firmly. "As you say, you don't frequent Murphy's dive. But what of that? The same spirit that animates the habitues of his place animates you in your more respectable quarters. Mark my words," and he shook his finger at Rivers, not threateningly, but in kindly advice—"your game may be small now; but it will get bigger. There is always someone who gets tired of the reasonable ante. Some one will lose—perhaps it will not be you. But you will be more unlucky still if you win. Easy come, easy go. You can't get away from it. I know. I have been through the mill and I am giving you free of charge what it cost me thousands of dollars to find out. At the best you will lose a lot of sleep, and if you win, your salary will appear small by comparision. Your thoughts will be on the night's game instead of on the work in hand. There will be a general lowering of your moral standards and a consequent loss in general efficiency that all the money in the world cannot give you."

Rivers flushed with the embarrassment that had replaced his earlier anger: "Mr. Watson I've heard gambling preached against all my life, but never in that way. It was just a case of being bad in general and sure to lead to damnation. But I was never shown how it could hurt a fellow before. I'm through."

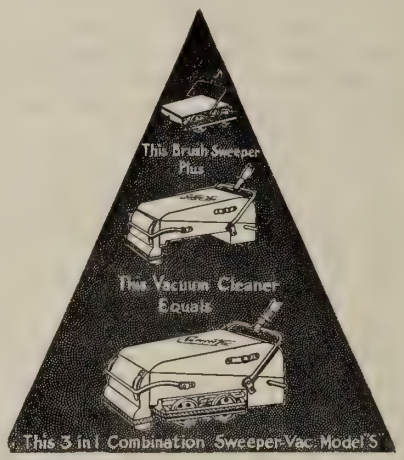
COMBINATION SWEEPER.

Sweeper-Vac Limited, Montreal, are now offering to the Canadian hardware trade a combination carpet sweeper and vacuum cleaner. They have appointed



Showing part of mechanism.

selling agents in the various provinces of the Dominion. One of the features of this cleaner is that the sweeper may be used separately or in combination with the vacuum cleaner. The combination cleaner in one operation is said to remove all thread, lint, hair and from a cupful to a quart of solid dirt from a rug after it has been beaten. The machine has auto-roller bearings and is easy-running, durable and mechanically cor-



Sweeper-Vac Models.

rect. The little carpet sweeper is so hung underneath the vacuum cleaner member that it is in what is called "floating adjustment." This means that when the combined machine is being run over the floor the carpet sweeper will raise or lower itself to meet the surface to be cleaned without interfering with the suction nozzle of the vacuum cleaner member. The accompanying illustrations give a god idea of the machine.

WANT BUSINESS TAX ABOLISHED.

Winnipeg, June 4.—(Special).—The business tax was the chief subject discussed at the last meeting of the Winnipeg branch of the Retail Merchants' Associatnon, J. A. Banfield presided.

Alex. Munro, in describing the present ssytem of business tax as iniquitous, stated that six retal agents controlled about three-fourths of the rental properties in Winnipeg. He declared that it was outrageous that their business tax should be thus automatically increased whenever these retal agents decided to increase their rents. Mr. Munro contended that the business premises of retail merchandising should be assesse retail merchants should be assessed from the city hall according to the assessment value of the property, and not at the whim of any rental agent.

Ald. Milton expressed his approval of the lines on which the association was working to get the present inequalities remedied. He declared that the Board of Control, while in sympathy with the retail merchants, must be assured of their backing, and he urged every merchant to affiliate with the association and thus augment its strength. Ald. Milton deprecated delay and reminded the members that the assessment commissioner was now busily engaged in preparing the assessment list for next year.

J. A. Banfield, in winding up the debate expressed his intention of taking definite action in the matter, and intimated that the business tax committee would have a definite proposal to submit at the next meeting.

There was a marked divergence of opinion on the advisability of endorsing a weekly half-holiday for the retail trade, tohse taking part being chiefly grocers, butchers, or bakers. Some members declared that a weekly half-holiday was impracticable without a compulsory city by-law, while certain members expressedl treis hrdluhrdluy members expressed their intention of giving their assistants a half-holiday in turns. Other merchants preferred to give their employees a full week's holiday during the year instead of sundry half days during the summer months. It was also pointed out that civic holidays which did not coincide with the weekly half-holiday caused confusion among the public. Finally, a committee composed of W. J. Sutherland, W. R. Milton and A. Gronbach, was appointed to consider the matter and report at the next meeting.

C. F. Rennard was elected treasurer.

Brampton, Ont.—The ratepayers of this city have voted to grant tax exemption and a guarantee of bonds for a period of years of the Imperial Iron and Steel Co.

New Goods Offered Canadian Hardwaremen

NIAGARA FARM GRINDERS.

The Carborundum Co., Niagara Falls, N.Y., is offering the Canadian trade the Niagara farm grinder No. 17 here illustrated. The new machine is of the direct drive type. The frame is built of steel tubing, light, yet strong. The machine



Niagara farm grinders.

is designed along clean attractive lines and is rigid and nicely balanced.

The drive is supplied by means of strong durable pedals acting on the main gear or drive. The main gear meshes with the gear on the driving shaft leading to the grinding head. There is no lost motion, no unnecessary vibration. The gears are cut and are so accurate that the machine is practically noiseless.

The saddle is adjustable both for height and distance from the pedals. The machine is about forty inches high and is supplied with several attachments if desired.

For general grinding and for tool sharpening the grinder is fitted with two regular carborundum wheels, 7 inches in diameter. One wheel is of fine grit and the other of coarse grit. For grinding harvester sections with this machine a special grinding device is furnished. The section is held in an adjustable spring clamp. By simply releasing the clamp the sections can be fed along so that every blade can be accurately ground. Two supporting rods travel along a lower guide rod giving the device strength and rigidity. The whole device is quickly fitted to the machine. For this work a special beveled wheel 6 inches in diameter and 3½ inches thick is supplied.

For grinding harrow discs the machine can also be fitted with a novel yet practical device, which consists simply of an arm and clamp for holding the disc over the grinding wheel, as shown in the accompanying illustration. The holder is adjustable, so that the disc can be ground at any desired bevel. The action of the wheel causes the disc to revolve and a true edge or bevel is maintained all around.

CRU-STEEL RAZOR.

Kampfe Brothers, 8-12 Reade Street, New York, are offering the Canadian trade the new Star Cru-steel razor, No. 276. The makers claim that the new



Star cru-steel razor.

razor is substantial in construction, smooth finish, with no unnecessary parts to collect dust and has perfect adjustment for shaving.

All you have to do is to push spring in back of frame down into notch—then slide blade into place. Release spring from the notch; it will catch the heel of blade and hold it absolutely fast for shaving. To remove blade after shaving push spring back into notch and blade will easily slip out.

Following is a description of the new razor:—

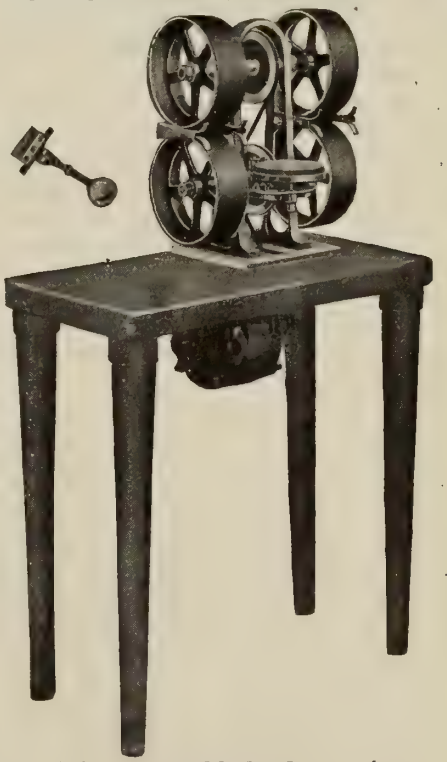
One-piece nickel-plated brass frame, rigid, scientific adjustment for easy shaving, no complicated locks or unnecessary bars. Solid heavy brass nickeled handle with extra stropping attachment. Twelve cru-steel blades, highest quality extra heavy rolled crucible steel, with special reinforced spring grip back, Damascus finish.

Steel shell case, covered with waterproofed leather vulcanized fast, wears like iron, lined with purple velvet. The spring in cover is always a positive lock, no uncertain button or slide locks to worry about.

Individual patented holding receptacle inside, every part handy, easily removed by a mere touch, but when in place the case can be thrown about and no part will fall out. An ideal arrangement for home or travel, on washstand, in vest pocket, in grip or trunk—always ready.

MODEL C HILL MACHINE.

The A. E. Hill Mfg. Co., Atlanta, Georgia, are offering the Canadian trade the Hill C. machine, here illustrated, for the rapid sharpening of safety razor blades. The machine is not automatic and the chief feature in sharpening is securing the human touch in the manipulation of the blade. The makers claim that this feature has been thoroughly and scientifically retained in the Hill machine. The Hill universal blade-holder is said



Safety razor blade sharpening machine.

to hold every make of blade, enabling the operator to give individual attention to each blade and make convenient hair test.

The motor is small and uses about five

(Continued on page 60.)

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

The recent period of warm weather has had a beneficial effect upon the majority of hardware lines. The metal markets are still quiet. A sharp decline in the price of tin took place at Toronto. The demand so far this year for linseed oil and turpentine is below the demand during the corresponding period of last year.

In the West the crops are being watched closely and future business will be largely dependent upon crop conditions. The demand for ready-mixed paints is holding up well. Summer stoves are in good demand, but fall booking is backward. Buyers of hardware are still cautious and orders are chiefly for immediate needs.

MONTREAL.

MONTREAL, June 4.—Business has fallen off slightly during the past week, but it is not expected that this is anything but a temporary lull. The volume of trade thus far this season compares very favorably with last year, despite the fact that the weather was unfavorable early in the year. Collections have been better lately, and the jobbers are looking to the future with optimism.

Nails and Screws.

There has been no change in the quotation on wire nails yet, and they are still offered at $2.20 base, Montreal. There is a strong feeling, however, that an advance is due, and may be expected at any time. The quotation on cut nails is $2.50 base, Montreal. Screws are unchanged at the discounts listed in the current market quotations. Copper rivets and burrs are now quoted by Montreal jobbers at the new list price of 35 and 12½ per cent.

Metals.

Metal markets are still very weak, and there has been very little change since last week. Lead, domestic and imported, is being quoted at $5.10. Tin is still quoted at 40 to 40½c, the price to which it went last week. Antimony is unchanged at $8.50, and spelter, $6. Copper remains at $16 per 100. Quotations on brass are unchanged at the figures listed in current market list. The quotations on solder are: Tinkers' bar, 28c; wire solder, 25½c; half-and-half, 24½c; wiping solder, 20 to 30c.

Bar Iron.

The quotation of $2 to $2.05 on bar iron, base, Montreal, has not been altered. The market is steady.

Lead and Lead Waste Pipe.

There is a fair demand for lead and lead waste pipe at 7½ and 9 cents respectively, with discount of 7½ per cent. Traps and bends are 40 per cent. off list. Medium and extra heavy soil pipe up to 6-inch is quoted 65 per cent. off, and 7 and 8-inch, 45 per cent. off.

Stoves, etc.

There has apparently been little let-up in the demand for gas stoves this spring, and a feature of the business has been the increased interest shown in the better grade lines. Oil stoves and camping stoves have also been selling well. Enamelware has also been in good demand.

Rope, Twine, etc.

There has been a good output of all lines of rope, and this condition is likely to continue all through the season, as the requirements of navigation keep the demand active. Binder twine is also selling well now, and will probably be wanted right along. Prices are unchanged as follows:—Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 ft., 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Wire Cloth, Screens, etc.

Repeat orders are coming in freely for wire cloth, wire screens and similar lines. Quotations on wire cloth are as follows:—Painted screen, in 100-foot rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.; rustless screen cloth, 7c sq. ft.; cut lengths, 8c sq. ft.

Sporting Goods.

There has been a steadily increasing demand for sporting goods of all kinds. Baseball goods have been particularly active. Hammocks and tennis goods have also been selling well. There has been a better sale for cricket supplies, and croquet sets likewise have been among the active lines.

TORONTO.

TORONTO, June 4.—The recent period of warm weather has had a beneficial effect on the trade generally, and the demand for summer lines has been stimulated to a considerable extent. The chief changes during the week have been in the prices of tin and lead.

Changes in Metals.

The chief feature of the metal market during the past week was the drop of two cents per pound in the price of tin, making the ruling quotation at Toronto 33c per pound.

Tin is now considered at a very attractive level, and the lower price should produce buying. Lead has advanced 15 cents per 100 lbs., and is showing remarkable strength in the face of present conditions. Toronto quotations range from $5.15 to $5.50 per 100 lbs.

Copper remains unchanged, and is quoted from 15c to 16½ lb.

The general condition of the metal market remains unchanged. Only a limited amount of business is passing, and orders generally are for small lots. Ruling quotations on other metals are:—Antimony, 8¾c to 9c lb.; zinc, 5½c to 6c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 24c to 26c lb.; pattern aluminum, 22c to 24c lb.; ingot aluminum, 18½ to 19½c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 21¾c lb.; wire solder, 27c; tinkers' bar solder, 28c lb.; lead wool, 8c lb.

Building Trades.

The greatest activity naturally centres in the building lines, which appear to be doing a very good business. The good weather of late has proved encouraging, as indicating a favorable condition in crop sections.

Nails.

Prices are unchanged from the late raise to $2.25 base, but are still the subject of much speculation. The producers of the articles in question maintain that that price and that of other steel products are much too low. The condition, irrespective of the truth of their argument, is a result of the depression in the States, which causes manufacturers there to offer their goods to the Canadian retailer at the same price that is asked of the American jobber. The consequence is that the

Canadian price is simply the American one, plus the duty.

Rope, Twine, etc.

Cordage lines continue in fair demand, and with no changes except in the case of oakum and packing, for which the demand is unusually strong. There has been a ¼c raise in these two items as per the current quotations.

Iron Pipe.

Pipe remains the same and in good demand with other lines of plumbers' supplies. The building that is being done as a result of the summer season has had a favorable effect on this line.

Cement and Firebrick.

There are no changes in these lines, but the manufacturers claim an extremely good demand, particularly in cement. In some cases the mills are behind on orders.

Stoves, etc.

Stoves, particularly those of the oil and gas variety, are still selling briskly. Gas appliances are also in the same class as best sellers. All hot weather goods, such as freezers, refrigerators, etc., are selling well; others fair.

Bar Iron.

Bar iron remains the same as last week. Toronto jobbers are quoting bar iron at $2 base, f.o.b. Toronto, and $1.95 base, f.o.b. factory point.

LONDON.

LONDON, Ont., June 4.—The past week has been a very lively one for the hardwaremen of this city. All summer goods are in big demand. Screen doors, screen windows, refrigerators, lawn mowers, and lawn hose have been the leading lines. Trade from the country is also very good.

Butts Declined.

Steel butts have been reduced in price, and the following quotations are now in effect:—

Narrow riveted .....70, 5 per cent.
Narrow loose pin .....70, 5 per cent.
Reversible loose pin ..70, 10, 5 per cent.
Light tee & strap hinges.60, 15 per cent.
Hinge hasps .....60, 5 per cent.

Plated butts in antique copper, plain bronze and dull brass, are quoted as follows:—

2½ in. x 2½ in.....12c pair.
3 in. x 3 in. .....13c „
3½ in. x 3½ in. .....14c „
4 in. x 4 in. .....18c „
4½ in. x 4½ in. .....32c „
5 in. x 5 in. .....40c „

Nails, Screws, etc.

Wire nails are in fair demand at $2.25 base; cut nails are quoted $2.70 base, f.o.b. London.

Wood screws are being quoted at the following prices:—

Flat head, bright...85, 10, 7½, 10, 10%
Round head, bright.80, 10, 7½, 10, 10%
Flat head, brass.....75, 10, 7½, 10%
Round head, brass.....70, 10, 7½, 10%

Paints, etc.

There is a scarcity of turpentine in London at the present time. Pure turpentine is quoted at 67c per Imperial gallon in one-barrel lots and 66c per Imperial gallon in two to four-barrel lots. Less than barrels at 74c per gallon.

Linseed oil quotations are as follows:

	Raw. Gal.	Boiled. Gal.
1 to 2 barrels.....	63c	66c
3 to 5 „	62c	65c
6 to 9 „	61c	64c
Less than bbl.	70c	73c

Standard putty in 100-lb. drums is quoted at $2.60 per 100 lbs.; pure at $3.35 per 100 lbs. in drums.

Summer Goods.

The recent fine weather has created a good demand for all lines of summer goods, including hose, screen doors and windows, refrigerators, scythes, snaths, etc.

WINNIPEG.

WINNIPEG, June 3.—The hardware business in the West varies in direct ratio with crop indications. Where crop indications are poor, travelers report bad business. Everything seems to be hanging on this issue. If the crop is bad, no one can begin to imagine what conditions will be like. If there is a good crop—and conditions at the present moment indicate one—using the words of a traveler for a large Winnipeg wholesale house, "Jobbers will not be able to fill the orders that will pour in next Fall."

There is another issue which is beginning to worry wholesalers here, and it concerns the oil boom in Calgary. While its ill effects have not yet been felt, it is known that a number of hardwaremen in the West are investing what little spare cash they have in oil stocks, not only in Calgary, but in other parts of Alberta and Saskatchewan. Collections are reported to be bad enough as it is, and jobbers have no wish for them to be worse. One firm said they were "scared stiff" about the money being put into oil.

Crop Indications.

There are one or two districts in the West which travelers report as having ufavorable crop indications. Particular mention is made of a district between Tabor and Medicine Hat, which is in need of rain. Most districts have received the much-looked-for showers, and prospects are the very best.

Sales during the past week have been on the lines of this reported last week—barbed wire and fence wire being in big demand. Screen doors, which were moving freely a week ago, have quieted down, retailers being pretty well stocked by this time. The stove business is in rather poor shape. A few orders are being received for late delivery, but most of the retailers are waiting for the crop before they order many stoves. Only a few heaters are selling, many retailers having stocks which were held over last year.

Price Changes.

A correspondent in the West made inquiries regarding the price of hinges. The price has not changed recently. Those quoted by Winnipeg jobbers for corrugated strap hinges in bulk are 80c, $1.08, $1.40, $2.25, $3.40 and $5.20 for the following sizes:—4, 5, 6, 8, 10 and 12. A change is reported in lead pipe. It is now $7 for coil, and $7.50 for less than coil.

The volume in business shows slight increases in sheets, steel bars, wire nails and plain wire. The price on nails is firmer, and with the duty on rods coming into Canada improves the situation from the standpoint of the manufacturer. Canadian mills have a surplus of nails, and there is not likely to be any change in the price. The price of tin plate may advance a little. Tin plate is not likely to go any lower in price, but no one knows when it is going to rise. It has got to a basis now where it does not pay the manufacturers, and many Western jobbers are seeing the advisability of booking orders now for as far ahead as October at the present low prices. While stocks are not moving out as fast as they did last year, they are going out very steadily.

Sheet Metal Situation.

W. T. Cox, Winnipeg manager for A. C. Leslie & Co., Ltd., who has just returned from a five weeks' visit between here and the Coast, says he finds a marked inclination to buy better grades of tin plate and sheet metal. He says there was a time in the West when the hardwareman and the tinsmith took anything that was supplied him by the jobber. In cases where this has been installed in furnaces before the house was completed, it has become rusted, and the dealer, not wishing to be condemned for his work, has demanded a better quality.

Mr. Cox reports business poor between Winnipeg and the Rockies and in Vancouver, but he found things excellent in Victoria, where considerable Government work is in progress. The only town holding up to anything like what business was a year ago, is Edmonton, owing to development work in the Peace River district.

Despite the hard times of the past eighteen months, the sporting goods business is reported to be exceptionally good, being up to that of last year, and indications are that this season will be equally good. Jobbers here fully expected a flop, which did not materialize. There is a heavy demand for boats, fishing tackle, tennis and baseball goods, and for golf supplies. Prices are all firm. Good guns are moving slowly, but the trap shooting gun is going better than it has ever done before. Black shells are getting popular in the West, and there should be a big demand. Tennis rackets are selling very well.

Paints, etc.

Paint business is reported by one firm to have exceeded all expectations. It is still moving well, especially in Winnipeg. Barn paint and shingle stain are big sellers just now, as attention is being paid more now to exteriors, such as porches, fences, sheds and roofs. Collections in this line are reported as only fair, but dealers are paying part of their accounts, and the majority are not getting backward.

Putty is selling very well, and is something that sells nearly all the time. Casks are being quoted at $2.50 gross weight. Turpentine is quoted at 80 cents barrel lots, 5c extra in less quantities. There is only a moderate demand. Linseed oil is not selling well. The season should open some time this month.

There is no great demand for glass, and the market has been firm for some time. The glass business does not get brisk until fall. Plate glass is quoted at 50 per cent. off. Decorators' pure white lead brings $9 per 100 lbs.

The following pirces are being quoted for colors and varnishes:—Yellow ochre, less than bbls., 4½c; Venetian red, bbls., $2; American vermilion, 12c; gold size, Japan, $2.25; pure white shellac varnish, $2.20, and pure orange, $1.90.

Stoves.

W. L. Helliwell, local manager of the Gurney North-West Foundry, Ltd., has just returned from a visit to Brandon, Regina, Moose Jaw and Saskatoon, and says he never saw the country look better. Business is quiet, but everybody is optimistic that business will soon return to normal. Merchants, he says, are more careful in buying and with their credits, which mean that things will be in better shape later on.

It is stated on good authority that at least two large Eastern stove concerns are working on a new electric stove, which should shortly make an appearance on the market. In Western cities, where current is cheap, there should be a big demand for electric stoves, as there is for other electrical lines already on the market. In Winnpeg, electric stoves are having a very gratifying sale, the price of current in this city being very reasonable.

TAKING THE PUBLIC INTO ONE'S BUSINESS CONFIDENCE.

Old-fashioned business prudence was of the closed-mouth variety and the gum-shoe order. Men who expected to succeed in business kept mum every minute and rarely took the public into their confidence. Nowadays this is rapidly changing, and some of the most progressive business men have come to the conclusion that harnessing up the public's interest and co-operation is best served by the utmost frankness and taking the public into one's confidence.

A striking illustration of the wide-open door policy is furnished by a large retail store in the South, which has an idea that the public respects a merchant who insists on a fair profit. Here is a card which the firm is circularizing to its customers and prospective customers, which is worth reading:

1. This store will get a reasonable profit over the cost of doing business on everything it sells or it will stop selling it.

2. This store realizes that its profits are paid by its customers for the service it renders them, Therefore, we will give the best possible service, so that in time we may have the largest possible profits.

3. As our customers will rely largely upon our advice in the matter of purchases, we will handle the goods we honestly believe to be best for them, even though we could make a little more money on a similar article.

4. We will not handle any line of merchandise that clashes with this policy. We are starting with the highest grade goods this community will now consume, and it will be our policy to lead them upward, step by step, to realize the higher economy of the highest grade products.

5. When we need help we will get the best to be had. When we need a clerk we will get the best salesman, regardless of whether he is an uncle or a brother or a cousin. We will pay them what they are worth when we find them.

6. We will not guess about our profits. We will make it our business to know on the first of each month whether we have made or lost money during the previous month.

7. We will set aside a certain percentage on our sales for advertising. We will apply our best thought to the expenditure of that money. We will use it to tell the public interesting things about our business and things interesting to them.

8. We will handle an advertised line when we conscientiously believe that it offers the best service and use to our customers and not before.

NEW GOODS.

(Continued from page 57.)

cents worth of current in 8 hours' run. Only one belt is used on the machine, and that is not crossed. There is a direct straight drive from the motor to the machine. The hone is driven by a new double friction drive and is claimed to hone the blades correctly—on a stone hone against the edge, or the opposite way in which they are stropped. The sharpening wheels (on left side of machine) are of leather filled with Hill honing preparation. The finishing wheels are of the finest grade of horsehide, broken in on special machinery. The head of the machine is nickel plated, the metal table is all metal with legs of tapered steel tubing, the top cast iron and the whole table finished in black enamel. Each bearing is oiled with a special grease cup. The table top measures 13 in. x 24 in.

CHATHAM PAINT-UP CAMPAIGN.

Chatham, Ont.—The Paint Up and Clean Up Campaign is meeting with good success in Chatham. The various hardware stores started things moving early in the season with some good pulling paint displays, varying to garden tools and later swinging back to paint again. In addition, with the co-operation of the manufacturers, a good many paint prospects are being circularized.

The result has been a very preceptible stimulus to paint sales, and to interest in painting generally. The campaign has been helped to some extent by the persistent work of the civic scenic committee in the last few years, as a result of which a number of eyesores are being cleaned up. Systematic work is now being undertaken by the city with a view to improving and beautifying the public parks and the streets. The civic movement toward a city beautiful and the campaign by the local paint dealers are proving mutually helpful.

All things considered, building this year gives signs of promising activity, the increased population necessitating considerable residential building, while a great deal of renovation is being done to existing residential properties.

There are no accidents in life. Every occurrence has a cause and like acts produce like results.

"CHALCO"

A PAINT AND VARNISH REMOVER
THAT'S 20% MORE EFFICIENT THAN OTHERS
YET COSTS NO MORE

To Retailers, Jobbers and Manufacturers:

We are now able to offer in "Chalco" a Paint and Varnish Remover of unusual merit.

It's 20% more efficient than others.

TRADE CHALCO MARK

The Paint and Varnish Remover

"We pay no royalties to put on your bill."

Write for Proposition

"Chalco" is positively different and positively superior—it leaves the surface better for refinishing than any other product we've tested.

It does not injure the hands.

MANUFACTURED IN CANADA BY MARTIN-SENOUR CO., LIMITED
IN THE UNITED STATES BY THE H. B. CHALMERS CO., SCHENECTADY, N.Y.

BERRY BROTHERS' CELEBRATED VARNISHES WALKERVILLE, ONT.

The Berry Brothers trade-mark protects you against selling inferior varnishes. It is your customer's assurance that you are selling him meritorious varnishes. Every can of Berry Brothers' Varnishes that goes over your counter adds to your reputation and means lasting satisfaction for your customer.

Back of this trade-mark is a reputation of over fifty years for high-grade varnishes. This reputation helps you to sell Berry Brothers' Varnishes.

You can push Berry Brothers' Varnishes, build up a trade on them with the assurance that it is permanent. It means that you are backed by the largest varnish makers in the world The demand for Berry Brothers' Varnishes is sure, steady and reliable.

Sell Berry Brothers' Varnishes. Write us for more information.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

Weekly Market Report---Paints

MONTREAL.

MONTREAL, June 4.—A good volume of trade is reported by jobbers and retailers in practically all lines, but there seems little of special interest just now. Orders are fair and collections show a slight improvement.

Ready-Mixed Paints.

There has been a good general demand and this branch of the business holds its position very well. Considerable business was done this spring in varnishes and floor finishes, as well as paints for interior and exterior work.

Linseed Oil.

Sales have been about the average and prices have not been changed since last report. The market appears none too strong at the present quotations, which are:—

Raw Linseed—
1 to 4 barrels.....60c per gal.
5 to 9 barrels .....59c per gal.
Boiled Linseed—
1 to 4 barrels.....63c per gal.
5 to 9 barrels.....62c per gal.

Turpentine.

The market continues firm but there has been no change as yet in the quotations, which have been in force for several weeks. There is a fair stock in the hands of the jobbers here. Though no immediate change in price is looked for, it is difficult to forecast what the future may bring about. Quotations now are as follows:—

1 barrel .....64c per gal.
5 barrels .....63c per gal.

Five-gallon packages, 5 cents advance; packages extra; terms net.

Gasoline and Benzine.

The demand for gasoline is still keeping the shippers busy filling orders. There has been no change in prices since last week and the following quotations are in effect:—

Barrels, in wood .....21½c gal.
In steel and drums .....18½c gal.
Tank wagon, (100 gals.) .....18c gal.

Benzine is quoted at 20½ cents per gallon, in single barrels.

White Lead.

There has been a reduction of 15 cents per hundred in pig lead, but the quotations for white lead have not been affected and are still quoted at $8.05 per hundred for ton lots, and $8.25 per hundred for less than ton lots.

Glass and Putty.

Sales of glass have been only fair, and the same applies to putty, which follows closely the glass market. Prices are maintained at the figures previously quoted, which are as follows: Star, $3.40 base, net, for country, and $3.65 base, less 5 per cent, city; double diamond, $5 base, net, for country, and $5.40 base, less 5 per cent. for city dealers. Plate glass is subject to a discount of 40 and 5 per cent. off list for country, and 50 and 5 per cent. off list for city dealers.

Quotations on putty will be found in current market quotation list.

TORONTO.

TORONTO, June 4.—The only changes in the local market, during the past week, occurred in gasoline and benzine. Other lines remain unchanged. Turpentine and oil, however, are holding the centre of the stage. The continued good weather and further resumption of building have materially assisted sales of all paint materials. In fact, hardware dealers report more favorably of paint lines than of almost any other.

Turpentine.

Turpentine is firm after the recent raise, with no change from last week. Production has fallen off in answer to the recent lessened demand. Receipts at Jacksonville were eleven thousand barrels less for the first five months of the year as compared with the corresponding period of 1913. Prices remain as they were and are as follows:—

Single barrels .....67c per Imp. gal.
2 to 4 barrels .....66c per Imp. gal.
5 gal. lots .....74c per Imp. gal.

Linseed Oil.

Oil is still rather an uncertain quantity, but the general feeling is less one of suspicion that it has been recently. The prices are unchanged and are as follows:—

Raw Linseed Oil—
Single barrels .....63c gallon
3 to 5 barrels .....62c gallon.
6 to 9 barrels .....61c gallon
Boiled Linseed Oil—
Single barrels .....66c gallon.
3 to 5 barrels .....65c gallon.
6 to 9 barrels .....64c gallon.

Oil in less than barrel lots, 7 cents per gallon. Cans are charged at: 5-gallon cans, 50 cents each; 10-gallon, 75c each.

Gasoline and Benzine.

Gasoline has dropped half cent per gallon and benzine is one cent off, making them 20½ and 19½ respectively. For three-barrel lots the rate on both is as usual, one-half cent less.

Glass, Putty, Etc.

Glaziers' materials remain the same with an increase in sales following the increasing building operations of summer.

White Lead.

Nothing further has occurred in white lead, nor is there likely to be any change until the end of July. Prices are still $8.40 per cwt. for less than ton lots, and $8.20 in ton lots.

HELPING THE SMALL TOWN.

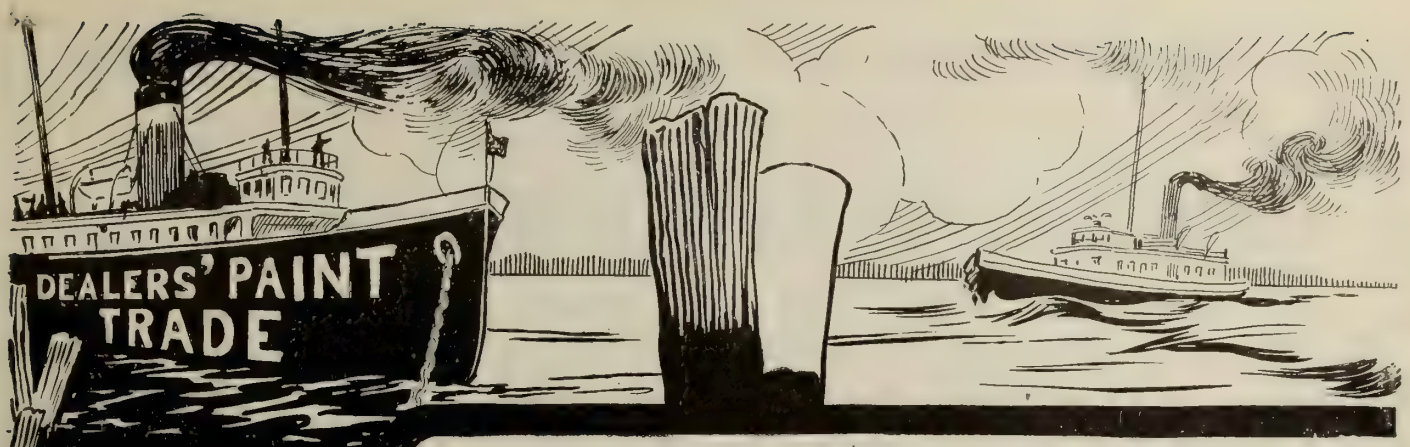
The question of how to help the small Western town has been discussed considerably of late, but H. M. Hall, LeRoss, Sask., has done much in the direction of answering this question. LeRoss is 332 miles from Winnipeg, on the C. T. P. line. He visited the city last week, but before doing so he made arrangements with about 145 farmers [illegible] district to handle their cream [illegible] in Winnipeg. This mea[illegible] for their produce, and [illegible] Ross. Incidentally Mr. [illegible]e of selling cream separate[illegible] farmers, and [illegible] getting a good [illegible] heir trade in sup[illegible]

Thus [illegible] something practical to help [illegible]. Hitherto cream for Win[illegible]en coming from the United State[illegible]ipally from St. Paul a[illegible]Wisconsin. The Crescent Creamery, w[illegible]ranged to take cream from [illegible] have been spending as [illegible]0 for cream coming [illegible]tes, not being able [illegible] Any town nearer to [illegible] good railway service [illegible]ting business of this sort, a[illegible] considerable foresight on the [illegible]r. Hall that he had been able [illegible]y this deal through successfully.

THE EMPRESS OF IRELAND DISASTER.

(Continued from page 55.)

been calling on the Canadian trade in the interests of his firm, and booked passage on the Empress to return home. It was stated in the earlier reports that he was among the lost, but Hardware and Metal learns that a telegram was received from him on Wednesday morning stating that he is in the Jeffrey Hale Hospital, in Quebec. His arm is broken and it will be some little time before he will be able to get around again.





IT HOLDS YOUR CUSTOMERS FOR YOU

It is easier to lose customers than to get them; they should therefore be held to you by the solid rock of reliable goods. In short, **it pays** to handle exclusively

ANCHOR SHINGLE STAIN

It is primarily a quality product, combining beauty and utility to an unusual degree.

It effectively protects shingles against decay; and

The beauty and richness of its colors commend it to the lover of artistic effects in house decoration.

These two elements are what all users of shingle stains desire, and by selling ANCHOR, you can give them precisely what they want and should have—a shingle stain made from coal tar creosote oil and permanent colors, combined with our Special China-Linseed Binding Oil to hold both colors and preservative firmly to the wood.

One satisfied customer leads to another, and the best way for you to enlarge the procession is by selling exclusively goods that satisfy—ANCHOR SHINGLE STAINS.

Your selling efforts on B-H products are backed up by our advertising and selling helps. Let us send convincing details. The B-H agency is worth having.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15. 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $12 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2. doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless. Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3, Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 19½ gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS.	Lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz. ..	4 00
Without rim, 18x28, doz. ..	4 50
Without rim, 20x30, doz. ..	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3.50

BOARDS (Wash).	Per doz.
Glass, doz.	3 50
Enameled, doz., net	3 50
Pony	$1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass) ..	3 50
Western King (Enamel) ..	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).	Per yard.
10 inches, 7 oz.....	0 05½
10 inches, 8 oz.....	0 05¾
10 inches, 10 oz.....	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz....	2 70
2 gal. jacketted, per doz....	3 60
3 gal. jacketted, per doz....	4 20
5 gal. jacketted, per doz....	4 80
10 gal. jacketted, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000 .....23 00		28 00
Fire brick, English..17 00		21 00
Fire brick, American, low 23 00		25 00
Fire brick, American, high 27 50		31 00
Fire clay (Scotch), net ton		6 50
Fire clay (American), net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., per lb...	0 05
25 lb. tins, per doz., per lb..	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.)..	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5; chains (tie-out), 75 per cent.

12 in., doz. prs.....	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C..	18 00
Cadillac Electric, Model D..	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER.	Montreal. Per 100 lbs.	Toronto.
Casting ingot	$16 00	$15 50
Cut lengths, round bars, ½ to 2 in....		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base..		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

(CANADA) PLATES.

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 90	3 90

Galvanized—

	Apollo	D. Crown	Corbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. and Famous—

	Per box
I C, 14x20 base....	$7 00
I X, 14x20 base....	8 25
I X X, 14x20 base	9 50

CHARCOAL

Raven and Murex Grades—

I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base....	7 00	7 00
I X, 14x20 base....	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality.

I C 14x20	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base.	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base....	4 50
20x28, double box.	9 00

CHARCOAL PLATES.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x65, 50 sheet (boxes)

TINNED IRON.

72x30 up to 24 gauge, case lots .....$	8 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	8 75

extra.

Consumer Satisfaction

is the secret of success in your paint business as well as in your other lines. Your customers simply cannot help being satisfied if you sell them

Jamieson's Pure Prepared Paints

They are backed by over half a century of successful paint-making experience; a profitable line for you to handle.

Will you be our agent?

R. C. Jamieson & Company, Limited

MONTREAL **Established 1858** **VANCOUVER**

Owning and Operating P. D. Dods & Co., Limited

'Tis too much proved,—
That with Devotion's visage
And pious action
We do sugar o'er the Devil himself.—"Hamlet."



The Devil Might be made to appear alright on the surface, but would still be the Devil, and pious action or visage couldn't change the fact.

HARRIS HEAVY PRESSURE

"The Babbitt Metal Without a Fault"

Has stood the test of time. You can recommend it, knowing it is built TO GIVE EXCELLENT SERVICE.

Your stock is not complete without H. H. P.

Ask for Prices.

We are the Largest Exclusive Metal Men in Canada.

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE **TORONTO** **BRANCH FACTORIES** **Winnipeg, Montreal**

CLEVICES, 7½c per lb.
CROWBARS, 4½c per lb.

D

DOORS, SCREEN. Doz.
Common doors, 2 or 3 panel, grained only, 4-in. style.. 8 70
Granite ¼ oak filled and varnished 14 80

DRILLS.
Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DUCK.

Yarmouth Double Filled.	29 in.
7 oz.	0 17¾
8 oz.	0 19½
10 oz.	0 24½
12 oz.	0 29½
Standard Single Filled.	
6 oz.	0 12½
7 oz.	0 14
8 oz.	0 15½
9 oz.	0 17½
10 oz.	0 19½
12 oz.	0 23¼
15 oz.	0 32

DRIERS.
Clothes, 4 sides, 16 bars, folding, doz., $14.

F

FITTINGS (IRON PIPE).
Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FREEZERS, ICE CREAM.
White Mountain and Dana Freezers, less 50 per cent.
Discounts east of Port Arthur.
Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75

FURS.
Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.
Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.
Single barrels, 20½ gal.

GREEN, PARIS.

	Hoyle's net cash	C.P.C. 30 dys.	Paris Green Berger's
600-lb. casks.	....	0 16¼	0 17¾
250-lb. casks.	....	0 16½	0 18
100-lb drums	0 11¼	0 17½	0 19
50-lb drums.	0 11¼	0 17½	0 19
25-lb drums.	0 11½	0 17¾	0 19¼
1-lb pack	0 13¼	0 19¾	0 21¼
½-lb pack	....	0 21¾	0 23¼
1-lb tins	0 14¼	0 20¾	0 22¼
½-lb tins	....	....	0 24¼
Arsenic, kegs	0 10¼	....	....
Petroleum, bbls.	0 10	....	....

GRINDSTONES.
Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).
⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HATCHETS.

	Doz.
Samson shingle, No. 1	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HAMMERS.

Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs.. 4 00
Over 12 in., per 100 lbs.. 3 50
Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HORSESHOES.
Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70	5 p.c.
Corrugated, ½ in., ft.	0	13½
Corrugated, ¾ in., ft.	0	16

Cable, 70 per cent.
Leader, 60 and 10 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	2 75
Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered	5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HANDLES (WOOD).
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.

HOES. Grub, 3½-lb., $4 doz.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06
¾ to 1 7-16 inch.	0 05½
1 7-16 to 3 inch.	0 65

Montreal 40%, Toronto 40%.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 88
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, per set	1 50
Princess Electric, each	3 00
Gasoline Sad Iron, each	3 50

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladder, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft. 3 90 48 ft.	9 12
30 ft.	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.

Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass, well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail), 100 lbs.	5 10	4 90
Imported pig, per 100 lbs.	5 10	....
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	750	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.
Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
L. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

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GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

John Wanamaker says that advertising doesn't jerk — it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
American Lady, doz. 12 00
Mop sticks, doz. 1 10
Cast head mops, doz..... 1 35
Crescent, doz. 1 50
Tarbox self-wringing, doz. 3 15
Crank wringing, doz..... 4 75
Extra Cloths.
Tarbox, doz. 1 35
Challenge, doz. 2 10

MOWERS (LAWN).
Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 3 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in,, ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.
Standard steel wire nails. Toronto, $2.25 base; Montreal, $2.20 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75%. Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per cwt.
No. 4, in 25-lb. box $8 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No.	3, 1⅝-inch	$4 10
No.	4, 1¾-inch	3 75
No.	5, 1 15-16	3 50
No.	6, 2½	3 10
No.	7, 2 5-16	2 90
No.	8, 2½	2 75
No.	9, 2 11-16	2 60
No.	10, 2⅞	2 50
No.	11, 3 1-16	2 45
No.	12, 3¼	2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll. $3 00
½-in. x 22 ga. x 18-in., roll. 4 30
½-in. x 22 ga. x 24-in., roll. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll.. 1 50
1 in. x 20 ga. x 18-in., roll.. 2 10
1 in. x 20 ga. x 24-in., roll.. 2 70
1 in. x 20 ga. x 30-in., roll.. 3 25
1 in. x 20 ga. x 36-in., roll.. 3 80
1 in. x 20 ga. x 48-in., roll.. 5 10
Poultry netting staples, 55 p.c.

O

OAKUM.
Best (American), per 100 lbs. 8 00
U. S. Navy (American), per 100 lbs. 7 50
Plumbers (spun), per 100-lb. bales 3 50

OIL.

Can. prime white petrol	0 15	
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 2½ to 3½c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c lb.
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.
Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).
Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 09
Heavy, 8 ends to 1-inch. 0 06¾

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll 0 62
Tarred Fibre, No. 2, 400 ft.. roll 0 43
Tarred Fibre, Cyclone, 25 lbs.. roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll.... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing..... 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Building Paper, p. cwt. 3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl.... 4 50
Refined coal tar, per bbl. 5 00
Shingle Varnish, per bbl. 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion Brand, 7 oz., per cwt. $2 10

PITCH.
Pine, per bbl. 4 50

PIPE WROUGHT IRON Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch ..	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
Lapweld.		
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)
Lead pipe, 7½c; 7½ p.c. off.
Lead waste pipe, 9c; 7½ per cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).
2 inch, in 10 foot lengths.... 3 45
3 inch, in 10 foot lengths.... 4 20
4 inch, in 10 foot lengths.... 5 53
5 inch, in 10 foot lengths.... 7 60
6 inch, in 10 foot lengths.... 9 25

POLISH. Doz.
O-Cedar, 4-oz. bottles..... 2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 18 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-oz. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste 6 60
Axoline brass cleaner, 100 in pkge. 6 50

COTTER PINS.
Cotter pins, 90 p.c. discount.

CLOTHES PINS.
Selected full count. Per case.
5 gross, 4-in. (loose) $0 80
5 gross, 4½-in. (loose) 0 90
5 gross, 5-in. (loose) 1 00
4 gross, 4-in. (12 pwgs. of 4 doz. each) 0 80
6 gross, 4-in. (12 pkgs. of each) 1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
Spring clothes pins, per box 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PLATED GOODS.
Holloware, 40% discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask" Nevada silver flatware, 42 per cent.

PLANES.
Wood bench, Canadian, 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs..	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PICKS (CLAY).
5 to 6 lbs., doz..... 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz..... 4 75
8 lbs., doz. 5 00

PLUGS (METAL).
Painted wall plugs, per 1,000 .....$20 00
Galv. wall plugs, per 1,000 23 00

R

RAZORS. Per doz.
Boker's ..... 7 50 to 11 00
Boker's King Cutter. 13 20 14 65
Henckel's 7 50 20 00
Gillette Safety, each..... 3 75
Star Safety Razor, 33½ per cent.
Edelweiss 16 00
Ever-Ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REFRIGERATORS.
Sanderson-Harold, 40 per cent. Galvanized, 40 per cent.

ROOFING.
Tarred felt (7 oz.) $2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 10
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll.....$ 1 45
Samson 2-ply, roll..... 1 80
Samson 3-ply, roll..... 2 30
Amatite roofing, per sq.... 2 70
Ready Roofing, 2-ply, Shield Brand, per roll 0 75
Ready Roofing, 3-ply, Shield Brand, per roll 0 95
Tarred 210 roofing felt,
Tarred roofing felt, cwt..... 2 10

ROPE.
Pure Manila base $0 15
Best Manila, base 0 15
British Manila base 0 11
African Hemp base 0 11
Sisal base 0 10½
Double lath yarn 0 10¼
Single lath yarn 0 09¾
Russia deep sea line ... 0 29
Russia tarred bolt rope.. 0 17½
Russia tarred ratline ... 0 16
Jute rope 0 11
Cotton rope 3-16 in. and larger 0 24
Sisal Clothes Line.
3-ply, 30 ft. 0 45
3-ply, 40 ft. 0 60
3-ply, 48 ft. 0 72
3-ply, 60 ft. 0 90
3-ply, 72 ft. 1 08
3-ply, 100 ft. 1 50
6-ply, 40 ft. 0 95
6-ply, 48 ft. 1 15
6-ply, 60 ft 1 45
6-ply, 72 ft. 1 75
6-ply, 100 ft. 2 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned, 75 per cent.
Iron burrs, 75 per cent.
Copper rivets, usual proportion fo burrs, 35 and 12½; burrs, 30 ⅝ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ⅝-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RULES.
Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Net Prices.
Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb., platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

MURESCO

is the big noise in the Spring house-cleaning. It is a profit-producer for the hardware man, for it's a wonder for keeping customers and increasing sales. It's a wall covering without an equal. It's easy to apply, and it has no faults at all in the matter of service. You had better read up on Muresco; it is described in full in our booklet. Or better still, let us quote you on a trial order.

Benjamin Moore & Company, Limited
6 Lloyd Street, West Toronto

Do you sell it?

Are you in line for big paint profits in 1914? Have you made sure of a prosperous paint year by stocking

"SILKSTONE"
(COPYRIGHT)

the smooth as silk—hard as stone, flat wall color.

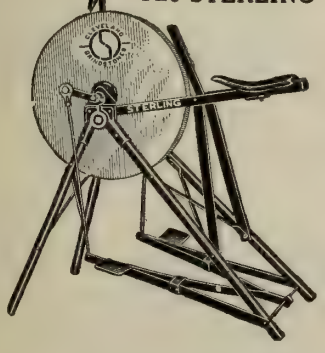
It means profit and good-will to you, to be a Silkstone Dealer.

Ask us about it now.

Stephens PURE **PAINT**

G. F. STEPHENS & CO., Limited
WINNIPEG, CANADA **Branch at Calgary, Alta.**

The STERLING



"How to Keep Mail Orders at Home"

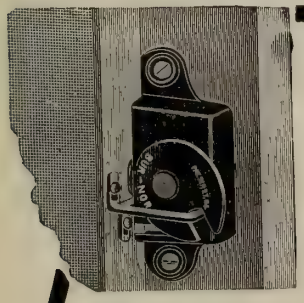
We have just printed a booklet which tells you how to put the "kibosh" on mail order sales in your community. It's the livest, most helpful piece of printed matter ever issued for dealers in farm implements. Ask us for a copy and we will rush one to you. We will also prove to you that the grindstones to keep mail orders at home are

CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers

The **only genuine** Berea grindstones. The standard. No soft spots or flint spots. Specially selected stones for farmers' use. Every one guaranteed to you and to your customer.

THE CLEVELAND STONE CO., Leader-News Bldg., CLEVELAND, OHIO



No. 2-A Closed

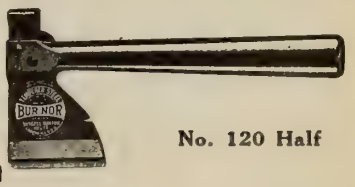
Why Use Screen Doors, If They Don't Shut Tight?

Bur-Nor Catches will hold the doors shut, prevent warping and sagging. Also strengthens weak hinges. Made in two styles, Plain and with positive locking attachment. Put them on your show-case, they sell themselves.

Our Hatchet proposition will also interest you. Bur-Nor Hatchets are 50% stronger than other styles.

May we send you catalogue and prices of both?

BURGESS-NORTON MANUFACTURING CO.
GENEVA, ILLINOIS, U. S. A.



No. 120 Half

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 45
12 gauge	2 75	2 50
14 gauge	2 60	2 25
16 gauge	2 50	2 30
18 gauge	2 50	2 40
20 gauge	2 60	2 40
22 gauge	2 65	2 50
24 gauge	2 65	2 50
26 gauge	2 75	2 55
28 gauge	2 85	2 70

SHEETS (Corrugated, Galvanized).

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

SHEETS (Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best best
16-20	3 95	3 75	3 95
22-24	4 15	3 95	4 15
26	4 40	4 20	4 40
28	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo Brand.

	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 75	3 40
26 gauge	3 95	3 55
28 gauge	4 30	3 90
10¾ oz.	4 50	4 20

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SOLDER.

	Montreal	Toronto
	Per. lb.	
Tinker's bar,	....	0 28
Wire solder, lb.	0 25½	0 27
Bar, half-and-half, guaranteed	0 24½	0 24

WIPING SOLDER.

Acme	0 19½
Easy	0 20½
Star Extra	0 22½

Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.
Foreign, per 100 lbs.. 6 00 5 50

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS.
Base, per lb., 28 cents.

SAP SPOUTS.
Bronzed cast iron with hooks, per 1,000 6 00
Eureka, tinned steel, hooks, per 1,000 8 00

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs.. No. 14 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.
Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 4 90
Reliable Jr., No. 103, 50 ft., each 2 70

TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.

TROWELS.
Disston's, 10 per cent.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIN. Montreal, Toronto.
Tin, per lb. 40 to 40½c 33

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TRAPS (STEEL AND GAME).
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 & 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump, 50, 10 and 5 p.c.

TRESTLES.

5 ft., each. $1 50	14 ft., each. $4 20
8 ft., each. 2 00	16 ft., each. 4 80
10 ft., each. 2 50	18 ft., each. 5 40
12 ft., each. 3 00	20 ft., each. 6 00

TWINE (Binder).
650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb, 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping cotton, 3-ply.. 0 24¼
Wrapping cotton, 4-ply.. 0 26¾

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in.	....	10 25
100 ft. 2½ in.	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in.	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

TIES (METAL).
Galv. wall ties, per 1,000 $5 00
Painted wall ties, per 1,000 5 00

V

VALVES, ETC.
Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33½%.
33½ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASTE.
(See Paint Markets.)

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 10
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per b. to the above.

CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING.
High carbon, No. 9, $2.48 in cars.

FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

GALVANIZED.
From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.15; 10, $2.80; 11, $2.85; 12, $2 30; 13, $2.55; 14, $3.15, in car lots straight or mixed.

HAY WIRE IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WASHERS, IRON.
Full box, 45 per cent.; smaller lots, 30 per cent.; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.

Galvanized barb	2 35
Galvanized, plain twist	2 95

Car lots and less.
F.o.b. Montreal and Toronto.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Less 20 per cent.

MOP WRINGERS.

White, No. 2, each	$ 1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

WHEELBARROWS.

Navvy, steel wheel, doz.	21 00
Garden, steel wheel, doz.	32 40
Light garden, per doz.	$22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel whiffletrees, 28 inches	0 70
Tubular steel whiffletrees, 34 inches	1 00
Tubular steel whiffletrees, 36 inches	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part cask	8 25	8 50

SCREWS. Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.
O.H. bright, 80, 10, 7½, 10 p.c. 10 per cent. off list.

Wood, F.H., brass.	75	10	7½ 10
Wood, R.H., brass.	70	10	7½ 10
Wood, F.H., bronze	70	10	5 10
Wood, R.H., bronze	65	10	5 10
Drive screws	65	10	5 10
Set, case hardened	60	10	

Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
Bench, iron, per doz.	4 25

Brooms and Whisks

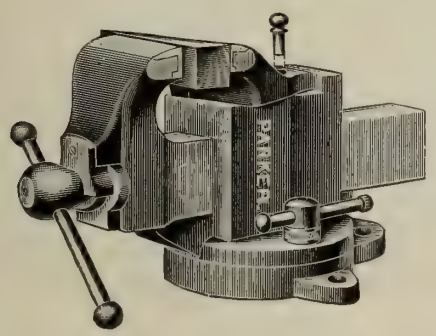
You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

PARKER'S

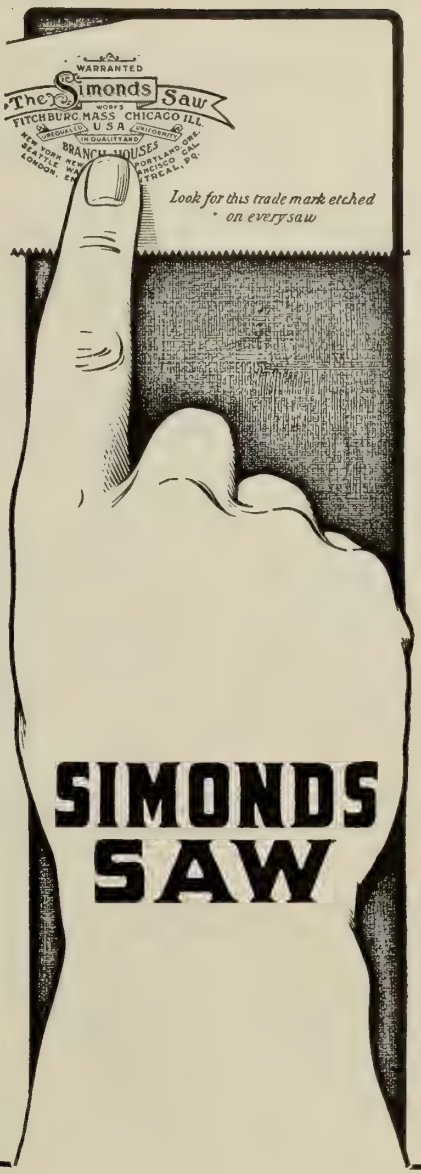
IMPROVED SWIVEL VISES



Steel faces are milled and fitted to the jaws, and are renewable.

Note bench swivel and back jaw swivel holding wedge-shape articles. Write for our complete catalogue and discounts.

THE CHARLES PARKER CO.
Factories—Meriden, Conn., U.S.A.



The carpenter is now looking for the name "Simonds" and the Simonds trade-mark on the Hand Saw he buys. He is willing to pay $2.50 or $3.00 for a Simonds Hand Saw in preference to paying half that amount for a saw not only cheap in price but cheap in quality. Hardware Dealers throughout Canada can buy these saws either direct or through jobbers. It is essential for the best grade of stores to carry high-grade saws. You make no mistake when you stock the Simonds Saw. Send for catalog and best Dealers' discounts.

Simonds Canada Saw Co.
LIMITED
St. Remi St. and Acorn Ave.
Montreal, Que.
Vancouver, B. C. St. John, N. B.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs...	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Yellow ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off list.

GLASS SHEET.

Country discount 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec.

City discounts, 33 1-3, 7½ p.c.

Freight, equolized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotations for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal	oronto.T Per100lbs.
Elephant, Genuine ...	$8 75	8 90
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.R. decorators, pu.	8 25	8 40
Crown and Anchor, pure.	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..		8 50
Purity C.O. Co.'s. Ltd		7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 40
"James Genuine"		9 50
Decorators Pure (Winnipeg)		8 80
Stephens' H. P. P. (Winnipeg)		8 30

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 63
3 to 5 bbls.....	0 59	0 62
6 to 9 bbls.	....	0 61

LINSEED, BOILED.

Single bbls.	0 63	0 66
3 to 5 bbls.....	0 62	0 65
6 to 9 bbls.....	....	0

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Ped barrel	2 50

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums ..	2 60	2 70
Bladders, in bbls....	2 80	2 90

Pure Putty, 70c hd. advance.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans, $2.10.

Mar-Not	2 70
Cumoff	2 10

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TURPENTINE.

	Montreal	Toronto
5 gal.	0 69	0 71
Pure, single bbls....	0 6[illegible]	0 67
2 to 4 bbls.....	0 63	0 66

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 40
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Anchor	0 06
Anvil	0 07½
Axel	0 09
Arrow	0 15

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls..	1 00

ZINC (DRY).

Extra Red Seal, V.M.....	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 05¾

What Can You Offer Your Customers Who Want a General Purpose Varnish?

These are the people you make most varnish profits from. You should cater to their trade with a varnish you know will give the results your customers desire, and yet sell at a price that the average property owner can afford to pay.

Here are two varnishes representing the biggest varnish values on the market. Test them out so you can see yourself how easyworking, tough, elastic, bright and durable they are.



CP SUN VARNISH

This is an ideal varnish for a paint dealer to feature and push. It is a bright, hard Kopal Varnish that can be used for inside and outside work. It gives splendid satisfaction on wagons, carriages, store fronts, doors, boats, and all exposed surfaces. For inside use it gives a splendid finish for all woodwork, and is particularly good for bathrooms, kitchens, and parts of the house exposed to severe conditions. Put up in half pint, pint, quart, half gallon and gallon tins, Imperial Measure.



CP SUN WATER-PROOF FLOOR FINISH

This varnish is made especially for floors with the idea of standing severe conditions which they are subjected to. It dries extremely hard overnight and does not scratch or mar easily. Water does not affect or turn it white. It gives good results on hardwood, hard pine or any stained or varnished floors. Put up in half pint, pint, quart, half gallon and gallon tins, Imperial Measure.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS. CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard "double," 60 and 10 per cent. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

OIL CANS.	Gal.-Tin.	vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GALVANIZED WARE.
37½ per cent.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

GRINDSTONES.
Per 100 lbs., $1.75.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HINGES.
Light T and strap, 60 per cent.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

GALVANIZED IRON.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

BAND IRON.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

SAD IRONS.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00
Asbestos Sad Irons.	
No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LOCKS.
Peterboro and fittings, 45 per cent.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

HORSE NAILS.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

PICKS.
Clay, 6-7, $4.50 per dozen.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

CANADA PLATES.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

LEAD PIPE.
Full coil, $7.85 per cwt.

LEAD WASTE.
$8.35 per cwt.

PLASTER.
Paris, per bbl., $3.25.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

GALVANIZED PIPE.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50

VARNISHES

	Per gal.	cans.
Carriage, No. 1.....	1	75
Elastic Oak	1	90
Furniture, No. 1.....	1	00
Gold size Japan	2	75
Turps, brown Japan	1	00
Crystal Damar	2	50
Oilcloth	2	25
Granitine floor finish	2	25
Pure white shellac varnish, bbls.	2	00
Pure orange shellac varnish, bbl	1	00
Luminette	2	00
Best wearing body	5	00
Best gearing varnish.....	4	00
Extra light hard oil	1	90

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

WHITE LEAD.
Ground in oil, $8.50 to $9 per 100 lbs., in 25 lb. irons; some houses are quoting grades as high at $9.30.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

PUTTY.
Casks, $2.90 per 100 lbs.; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

STEEL SQUARES.
40 per cent. off new list.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 27 cents.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

PLOW SHARES .... 10c per lb.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

HARVEST TOOLS.
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 87c.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

BARB WIRE.
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

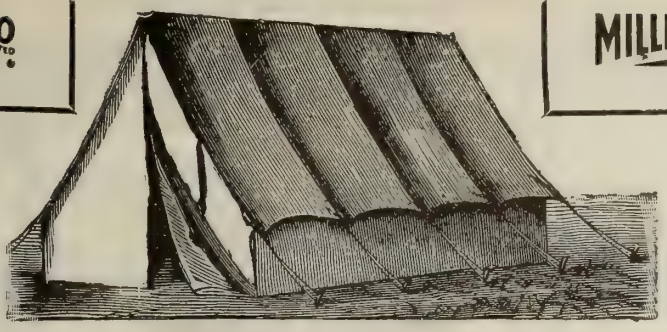
WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

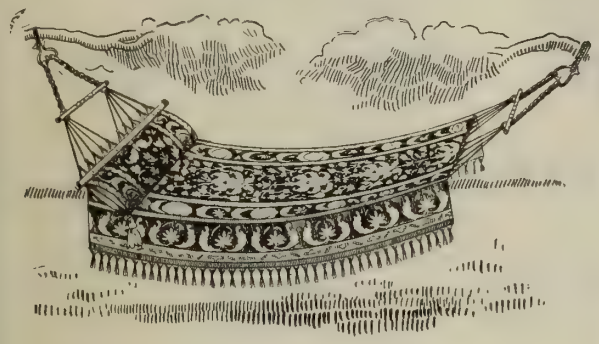
BLACK WIRE CLOTH.
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

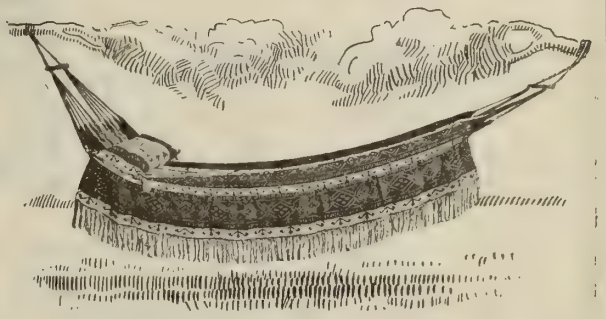
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

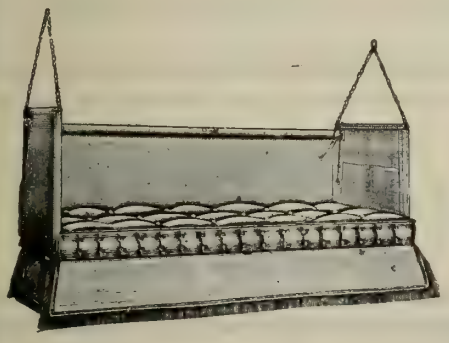
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"



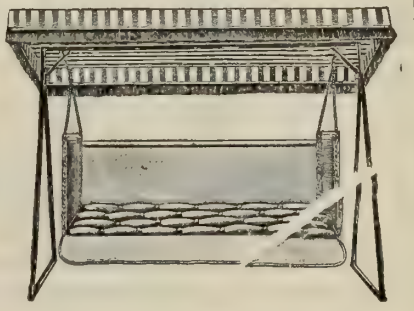








FOR SEASONABLE LINES WHICH ARE IN DEMAND DURING THE HOT SUMMER MONTHS SEND YOUR ORDERS TO



MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"



These are only a few of the many profitable lines shown in our Spring and Summer Sporting Goods Catalogue. If you have not a copy it can be had for the asking.







These honest time-tried materials

are the bulwark of Ramsay Quality

You Can Sell These Paints

knowing that they are the best that paint skill can produce. Just the good old-fashioned safe-and-sure materials, ground and mixed with the skill that comes from 72 years' experience. And nothing can beat that combination.

A. Ramsay & Son Co. **Montreal**

ESTABLISHED 1842



When asked for a varnish that "won't show heat-spots"

the wise dealer knows that the brand of greatest reliability—that will make good under the hammer-heat-and-acid test—is

Dougall Varnish

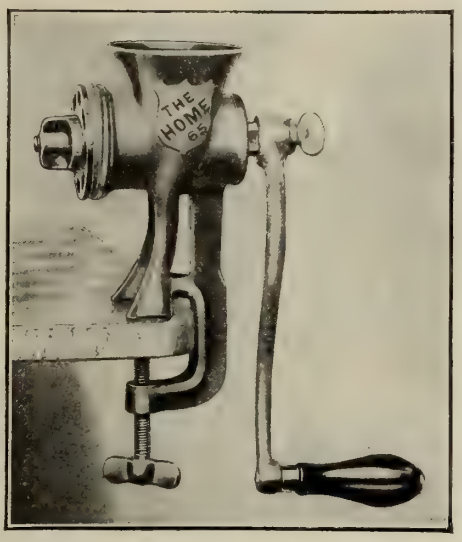
"The Varnish that Lasts Longest"

Dougall Varnish Co., Limited, Montreal, P.Q.

Associated with Murphy Varnish Co., U.S.A.

You will find this
MAXWELL "HOME 65"
FOOD CUTTER

one of the best selling lines you ever handled.



The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.

Maxwells Ltd., St. Mary's, Ont.

BROOMS
OF QUALITY

Try our

BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.
Hamilton

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MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL & TORONTO.

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"MAPLE LEAF"

BRANDS

LINSEED OILS

Our Guarantee of absolute purity goes with every shipment.

If your jobber does not handle them write direct to our nearest Mill.

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Metallic Nickel

SHOT, BLOCKS, INGOTS

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ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

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SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
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All Wholesale Dealers Sell Them

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CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

The gathering of the clans

"On to Toronto!"

YOU have doubtless noted with gratification the great movement for honesty and square dealing which is revolutionizing American and Canadian business methods. Our goods, our salesmanship and our advertising are being cleansed and vitalized by the spirit of truth and sincerity.

As a result, we see a growing public confidence in manufactured products and their advertising — a confidence which, if preserved and fostered, will decrease our costs, increase our profits, and become a business asset of incalculable value.

Foremost in the fight which has brought about this revolution stand the Associated Advertising Clubs of America, whose emblem is shown above. If you are a business man, interested in the manufacture, distribution, or selling of commodities of any nature, you should attend the Tenth Annual Convention of the A. A. C. of A. at

TORONTO

June 21-25, 1914

At this Convention you will hear the inspiring story of the manner in which these tremendous reforms are being effected. More than this, you will hear the problems of distribution, merchandising, salesmanship and advertising discussed by able and successful business men, in a series of open meetings.

These meetings will cover the questions of chief interest to the 10,000 business men comprising the 140 clubs of the A. A. C. of A. —*your own* problems included.

EDWARD MOTT WOOLLEY, the famous writer on business topics, has written a booklet entitled "*The Story of Toronto.*" This booklet describes in a forceful, intensely interesting manner, the wonderful work the A. A. C. of A. are doing for clean advertising and square business methods, and the significance and importance of the Toronto Convention. This booklet will be sent free to all business men asking for it on their business stationery—together with detailed facts as to the convention programme and rates for accommodations.

Address Convention Bureau

ASSOCIATED ADVERTISING CLUBS OF AMERICA

TORONTO CANADA

The PULL-EASY Garden Cultivator



IT IS ADJUSTABLE TO ANY WIDTH ROW

This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

For Sale by all Leading Canadian Jobbers.

THE PULL-EASY MFG. CO.
110 Barstow Street **WAUKESHA, WIS.**

FLY SCREEN WIRE CLOTH

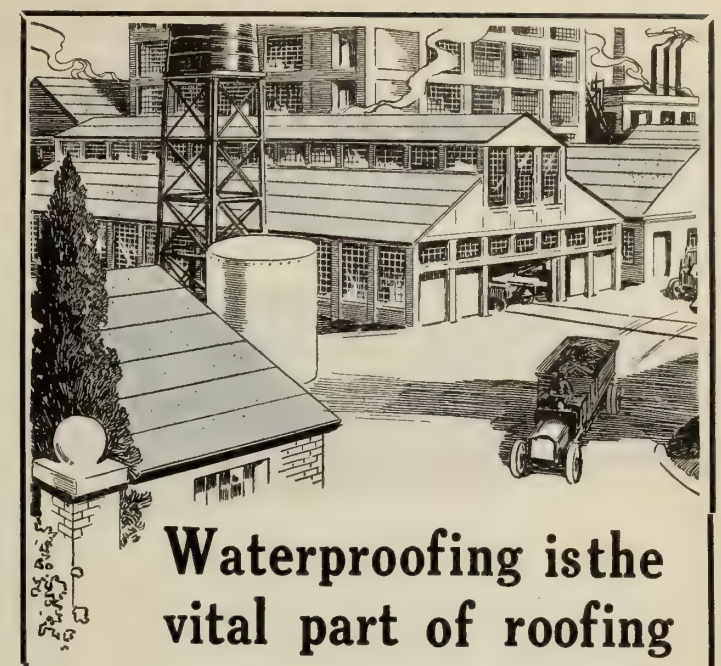
IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.
Canada Wire & Iron Goods Co.
HAMILTON, Ont



Waterproofing is the vital part of roofing

It is the quality that determines whether or not your customer will be permanently satisfied with the roofing you sell him.

That is one reason you should sell

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

Genasco is made of genuine **natural** asphalt.

The oils put in it by Nature stay in to give life and resisting power to Genasco.

Trinidad Lake asphalt—the everlasting waterproofer—is the back-bone of Genasco, which makes it stand up against weather and hold out against time.

The KANT-LEAK KLEET makes seams as watertight as the roofing itself.

Sell Genasco—for satisfied customers and bigger profits.

Order Genasco from your jobber.

Write us for full information and samples.

The Barber Asphalt Paving Company

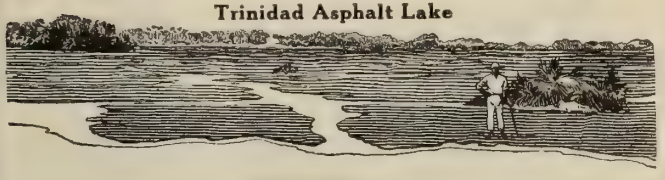
Largest producers in the world of asphalt and ready roofing.

PHILADELPHIA

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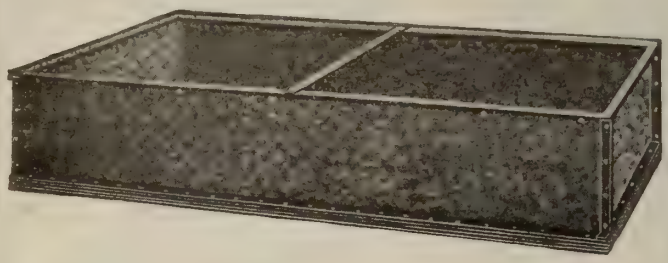
D. H. Howden & Co., Ltd., London, Ont.
Canadian Asphalt Co., Ltd., Winnipeg.
Evans, Coleman & Evans, Ltd., Victoria and Vancouver.

Trinidad Asphalt Lake



GALVANIZED STEEL TANKS

WAYNE GALVANIZED STEEL TANKS for stock watering are far superior to the old-time wooden tanks.



WAYNE TANKS will stand the roughest usage. Will not dry up and leak in summer or freeze and burst in winter. Always easy to move wherever the supply of water may be.

THERE IS GOOD MONEY in it for you to handle the WAYNE line.

Catalogue and prices furnished on application.

WAYNE OIL TANK & PUMP CO.
LIMITED

WOODSTOCK **ONTARIO**
Box 661

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

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We Guarantee Quality and Service.

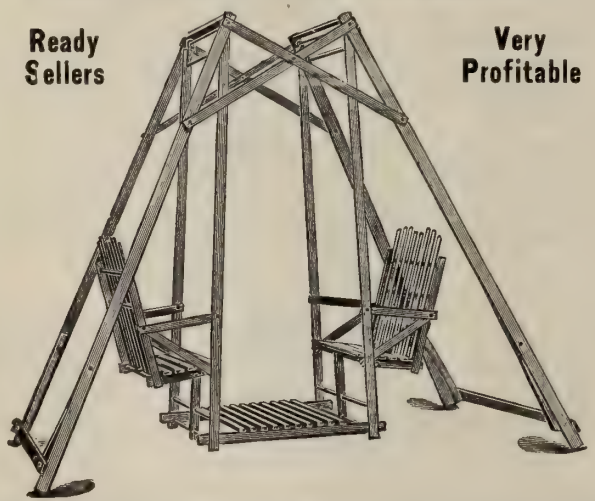
Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

"Stratford" Lawn Swings

Made from selected, **well-seasoned hardware stock.** Seats and backs are adjustable, and the footboard can be placed between and level with the seats, thus forming a hammock or bed. Footboard can also be placed at a convenient position for children. Four passenger.

Being exceptionally well made, of very durable material, it assures prolonged good service and satisfaction.

Ready Sellers **Very Profitable**



The Stratford Mfg. Co., Limited

Stratford **Ontario** **Canada**

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

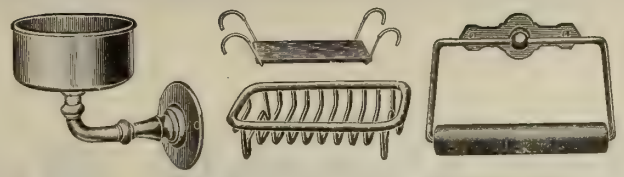
"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The R. McDougall Co., Limited
GALT, CANADA



IF YOU ARE NOT HANDLING

"WILWEAR"

Bath-Room Fittings

you are surely handicapped in making quick sales and profit. Why not cater to the public? Make it known you are working for their interests by selling a good medium-price line. "WILWEAR" wins the trade and holds it for you, and brings new customers that heretofore have passed you by, simply because you saw fit to handle high-price fittings out of their reach. Just grasp this advice now and send for our complete plan that you should have had long ago.

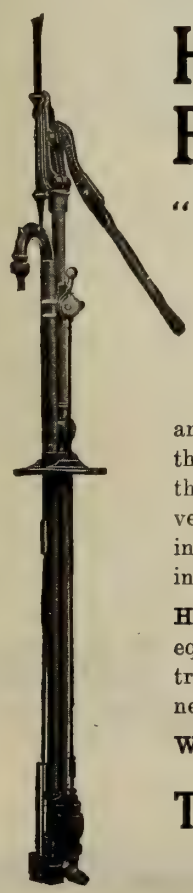
NOVELTY MFG. CO.
WATERBURY, CONN.

Eaves Trough,
Conductor Pipe,
Elbows, etc., etc.
Galvanized Iron,
Tin and Canada Plate,
Tinners' Supplies,
Metal Roofings, Sidings and Ceilings

We devote our whole time and energy to Western Canada and with our large stocks give prompt and efficient service. It will pay you to send your orders to us.

Winnipeg Ceiling & Roofing Co.
LIMITED
P. O. Box 2186 H Winnipeg, Man.

CALGARY — Sheet Metal Mfg. Co., Ltd.
EDMONTON — Edmonton Metal Works Ltd.



Heller-Aller Force Pumps

"The very profitable and reliable kind"

Pump Cylinders are made of heavy brass tubing, which has a double advantage.

It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into well.

Heller-Aller Force Pumps are equipped with the most efficient, tried and tested valves. They never fail in service.

Write for full information.

The Heller-Aller Co.
Windsor, Ontario



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS
Millbury, Mass., U.S.A.

Are You One of the Capable Men of Your Locality?

Does your present income permit you to enjoy all the every-day luxuries, an occasional vacation trip, a new watch, bicycle, or possibly an extra fall suit?

We are anxious to appoint a capable man in your district to represent MacLean's and The Farmer's Magazine.

In all parts of the country hundreds of energetic men are representing our publications, supplementing limited home incomes, or, in other cases, making this work their only vocation. Some of them earn more than managers of leading concerns.

The work is enjoyable, keeping you out of doors and in touch with the activities of the community. You will not be a canvasser, for as a representative of MacLean's or Farmer's Magazine you will be received as one of the successful, capable men of the community. Consequently your success is assured from the very start.

On each order, new or renewal, you will receive a definite commission, so that your salary will be gauged entirely by your efforts. No previous business experience is necessary. We coach you and co-operate with you at all times. If you will write us to-day, we will gladly tell you further about the work.

Do not delay Writing

The MacLean Publishing Company, Limited
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Taking Tea With a Duke

An invitation comes to an Ontario family to spend a week-end with the Duke of Connaught at Rideau Hall, Ottawa.

Now what would you do if you were honored with a similar invitation, and how would you expect to deport yourself?

It is natural curiosity that makes this article, by a Canadian writer, so interesting in the June MacLean's.

The week-end visits to the country homes of Old England are events of most charming hospitality. The complete hominess of the atmosphere is what endears such visits to all who have had the pleasure of enjoying them.

True hospitality and unconventional kindness radiate all round. The uncertainties of knowing how to act are forgotten. Read this interesting account.

Other features are unusually attractive and your library and office will be incomplete without a copy of Canada's leading magazine.

Its Canadian enterprise must appeal, by reason of its Canadian writers, its Canadian illustrators, and its unequalled Canadian cover artist's work—Mr. F. S. Coburn has won international glory. Seeing is subscribing.

Send us a postcard and have your name placed on our subscription list.

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LIMITED

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sell "Delta" files? If he does, you should also do so in order to get your share of the business; if he doesn't, you can control the most sales by selling them.

The man who uses many files is quick to realize the superiority of the "Delta."

This is the only line of files from 3 to 24 inches made absolutely of crucible steel; this accounts for the prolonged usefulness.

The "Delta" is a clean, smooth and rapid cutter.

Always look for this trade-mark on the tang. It safeguards the interests of dealers and users everywhere.

TRADE MARK
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If your jobber cannot supply you, write us.

DELTA FILE WORKS
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CANADIAN AGENTS:
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ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.
G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

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We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
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STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.
Write for prices ***Prompt shipment.***
ELECTRIC WELDED TRACES A SPECIALTY
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THE MORRIS & BAILEY STEEL CO.
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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

ROOFING *Of Quality*

"BLACK CAT" "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H.McComb Limited *Montreal*



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

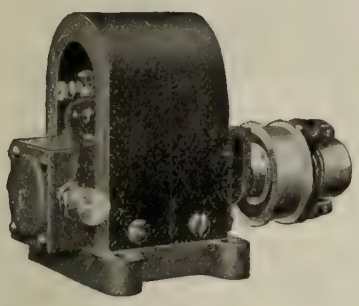
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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

THE LIGHT THAT'S RIGHT

Eureka Lite



Eureka Jr. B.C. 2

The fact is, with our Eureka—

You can light almost any old car as light as day,
But you can't afford to light a Ford in any other way.

LOW COST—HIGH EFFICIENCY

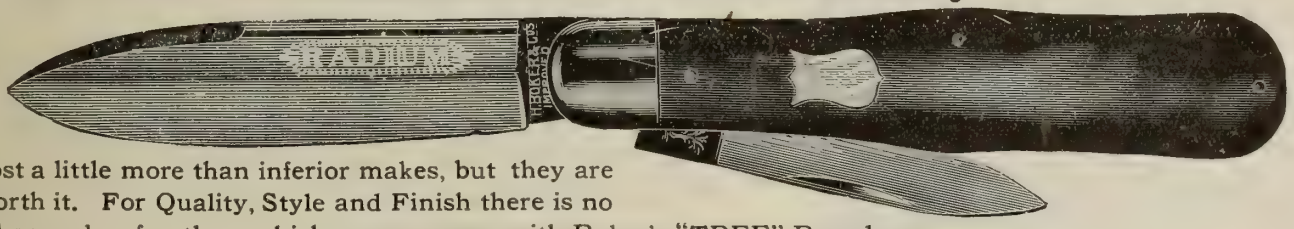
Used with or without storage battery. Special attachments for Ford, Maxwell and other cars. Prices $20.00 and up, according to capacity required. Large profit to dealers. Write for particulars to-day.

HENRICKS NOVELTY CO., 1539 St. Paul St., Indianapolis, Indiana

If It Is Anything Cutlery, Boker Makes It

Mr. Hardware Merchant, if you want to work up a fine cutlery trade, then stock

Boker's "Tree" Brand Cutlery



Cost a little more than inferior makes, but they are worth it. For Quality, Style and Finish there is no other make of cutlery which can compare with Boker's "TREE" Brand.

For Sale By All Leading Wholesale Hardware Houses

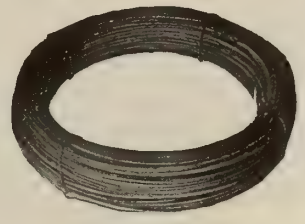
We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

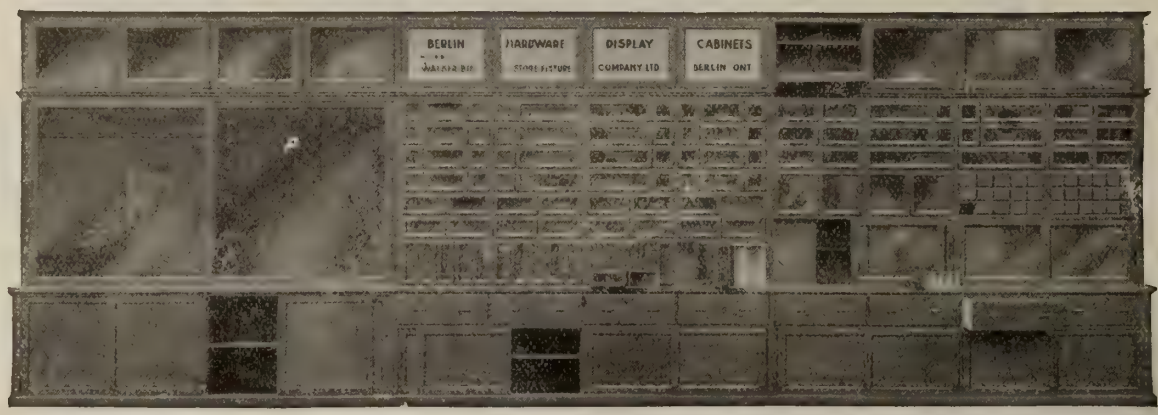


THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

Make yours the distinctive store in your district

It's human nature to patronize the most progressive looking one.

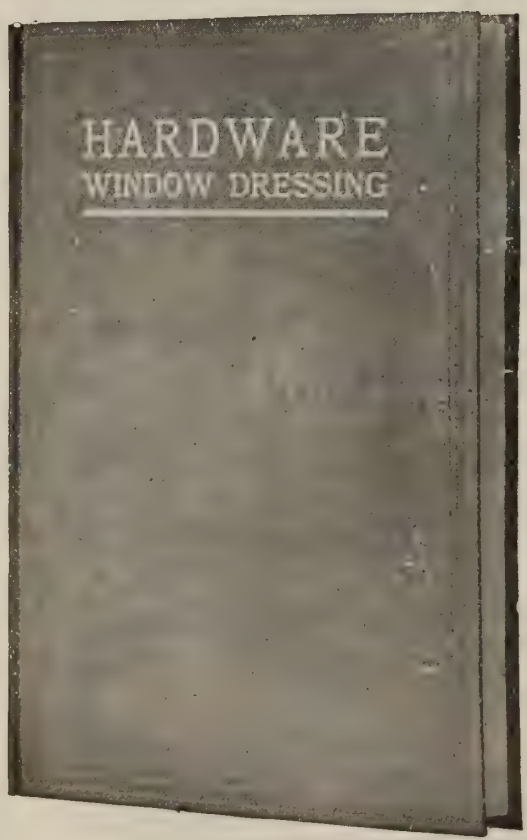


Berlin Hardware Display Cabinets give an attractive, up-to-date, business-like appearance to the store—they get you a better class of trade and quicken your service.

With the goods displayed behind glass doors or display front compartments you can show your customer practically your whole line of tools without removing them from their compartments. This means a **saving of time and labor.**
The method of display keeps tools free from dust and dirt, thus adding greatly to their appearance.
Well made from the best quality of oak.

Let us send catalogue and estimates.

The Walker Bin and Store Fixture Co., Limited, Berlin, Ontario



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

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IT IS THE ACME OF QUALITY

Razors
Pocket Knives
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Manicure Sets



Complete Line of Quality Cutlery

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F. W. LAMPLOUGH & CO., Unity Building, MONTREAL

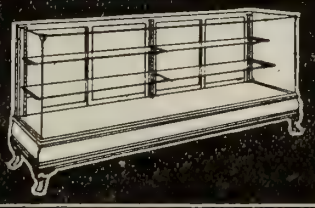
PEASE "ECONOMY" BOILERS

Write to-day for Catalogue and Prices.

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto
Branches: Vancouver, Winnipeg, Hamilton, Montreal.

Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



Write us for full particulars and estimates

KENT, SON & CO.
261 King St. West
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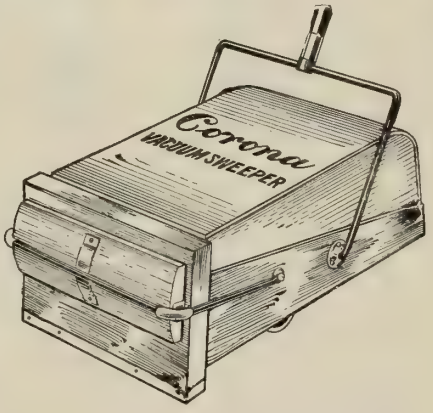
On account of its great efficiency and moderate price the

"CORONA" VACUUM SWEEPER

is one of the most popular machines of its type.

Three Bellows of improved design and construction produce a much stronger suction than is ordinarily found in machines of this type. This suction draws all dirt and dust into a bag while the sweeper is in motion in either direction and a revolving brush, which is driven by rubber-tired wheels, picks up threads and all surface matter. The dust bag is easily taken out without removing the nozzle of the sweeper, while the brush pans are released for emptying by a slight touch of a spring latch while the machine is on the floor.

Write for full information and price.



Thomas Birkett & Sons Co., Ltd., Ottawa, Ontario



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This Lock, Mr. Farmer, is the one used in our "Great West" Fencing

You might possibly get some cheaper fence than ours, but you will look in vain for any better.

Our Fences are made in the West, designed especially for the Western trade, and we guarantee every Rod as to strength and durability.

It is the "Standard Fence" of our "Great West."

Write for our illustrated catalogue and price list.

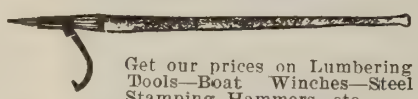
THE GREAT WEST WIRE FENCE CO., LIMITED
WINNIPEG, MAN.

Calgary Office
Care REYNOLDS & JACKSON,
Box 2063

Edmonton Office
Care RACE, HUNT & GIDDY,
Corner Fifth & Columbia Ave.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

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HAMILTON STAMP & STENCIL WORKS, LTD..
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NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
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Selling Agents, WIEBUSCH & HILGER, Ltd., New York
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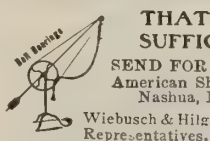
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NON-FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

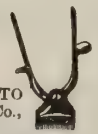
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The only original Germantown
BEAR BRAND
WILCKES, MARTIN, WILCKES CO
135 WILLIAM ST NEW YORK

PRIEST'S CLIPPERS
THAT'S SUFFICIENT





SEND FOR CATALOG TO
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Nashua, N H., U S A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

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The PARMENTER BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



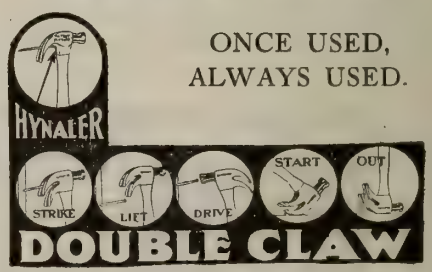
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Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

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Great Improvements
—IN—
HAMMERS



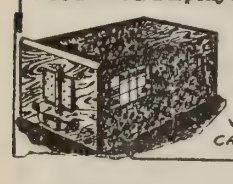
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Unequalled as Nail Pullers, Fast Nailers and Life Protectors

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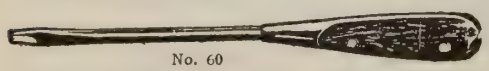
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The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
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Pioneer Drop Forged Screw Drivers

One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

MYERS

PUMPS
ALL KINDS
HAY TOOLS
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For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

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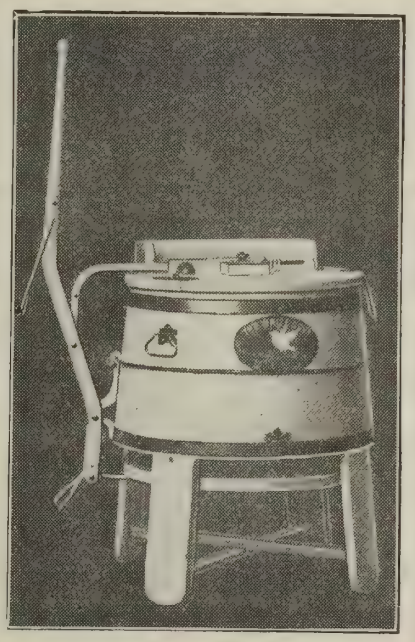
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SCREEN DOORS

That are strong and well finished

We use only carefully - selected, well-seasoned, dry pine.

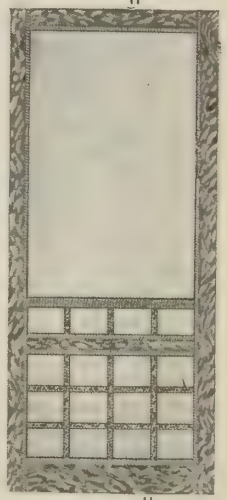
Frames are held rigid by well - glued dowels. Stiles and top rail from 4 in., and bottom rail from 6 in. stock, finished ⅞ in. thick. Only the best grade of black wire cloth is used.

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Inspection and packing are given the careful attention required.

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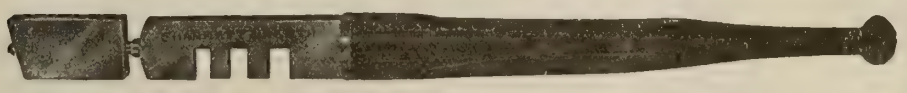
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Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



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GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

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PARTNER WANTED FOR CUTLERY, TOOLS and hardware importing concern. State full particulars; age, capital, references, etc. Box 109. Hardware and Metal, Toronto. (23)

WANTED IMMEDIATELY, GOOD EXPERIenced Hardware Clerk. Must be a salesman and good stock keeper. State salary and send copy of references. Box 104, Hardware and Metal, Toronto. (22)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

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SITUATIONS WANTED

HARDWARE CLERK, THOROUGHLY EXperienced in all lines of hardware desires position with wholesale or retail western firm. Best of references. Box 100, Hardware and Metal, Toronto. (23)

YOUNG MAN WITH 5 YEARS' RETAIL hardware experience desires steady position with responsible firm. Box 107, Hardware and Metal, Toronto. (22)

WANTED—HARDWARE CLERK THOROughly experienced in all lines of hardware desires position with wholesale or retail Eastern firm. Best of references. Box 541, Cobourg, Ont. (23)

TRAVELER, YOUNG MAN, TWELVE YEARS' experience builders' and general hardware, would like to represent builders' hardware manufacturer, Prairie Provinces or British Columbia. Box 110, Hardware and Metal, Toronto. (26)

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FOR SALE—THE BUSINESS OF THE VANcouver Hardware Co., established 1886. Located on best retail street in the city. Stock and fixtures, $30,000. Will sell outright as a going concern, or retiring manager's interest A good opening for a live business man Apply to Anderson & Warnock, 613 Granville Street, Vancouver, B.C. (23)

FOR SALE—HARDWARE BUSINESS IN growing Western city of 18,000, or present owners will leave $100,000 in the business. Annual turnover nearly quarter million. Two energetic men wanted to take charge of management and office, investing $50,000. Good opportunity for right men. Box 112, Hardware & Metal, Toronto. (23)

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EXCHANGE.—SECTION IMPROVED LAND for hardware or general store. D. A. Ketchin, 1360 Rae St., Regina, Sask. (30)

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I LOCATE NEW TOWNS IN THE WEST and build. These I am prepared to sell or rent. This gives an opportunity to start on the ground floor. Have just now a splendid opening in hardware on the Grand Trunk Country, second to none. For further particulars address Box 108, Hardware and Metal, Toronto. (26)

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THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

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DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

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Signed .....

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Canada's Only Weekly Hardware Paper

MONTREAL TORONTO WINNIPEG

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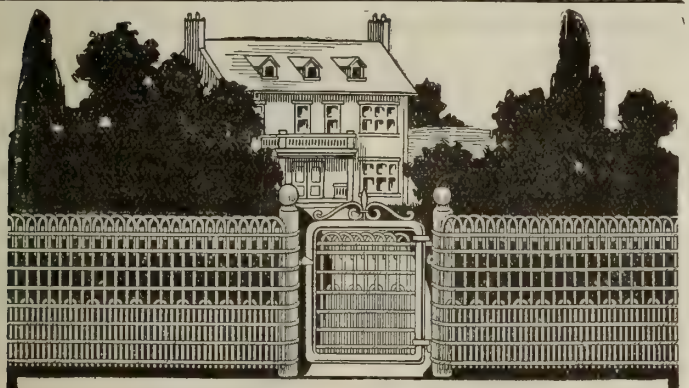


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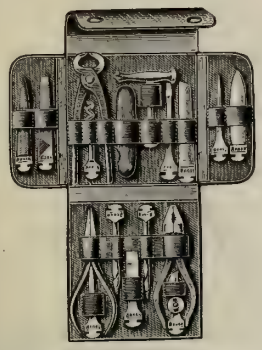
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The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

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Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.

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Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
J. Rabone & Sons, Birmingham, Eng.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Taylor Forbes Co., Guelph, Ont.

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Parker, Whyte, Ltd., Winnipeg.

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Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.

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Can. Fairbanks-Morse Co., Montreal.

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Sanderson, Harold Co., Paris, Ont.

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The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.

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Butterfield & Co., Rock Island, Que.
Can. Fairbanks-Morse Co., Montreal.

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Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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Berry Bros., Walkerville, Ont.

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Meriden Britannia Co., Hamilton.
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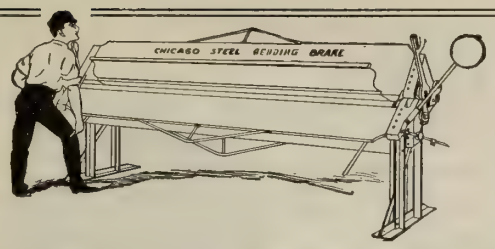
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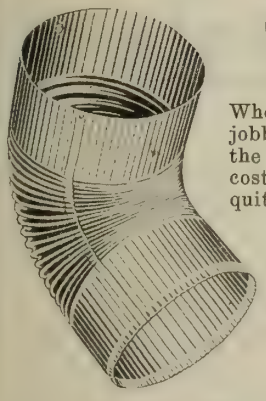
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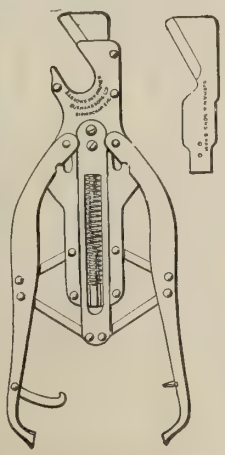
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- The only pruner that does not pinch or squeeze the shoot.

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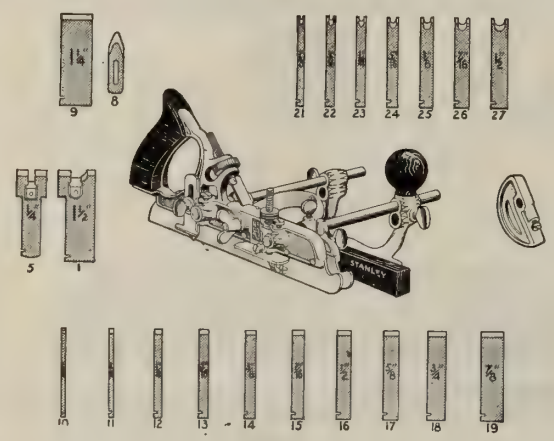
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Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Filletster Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

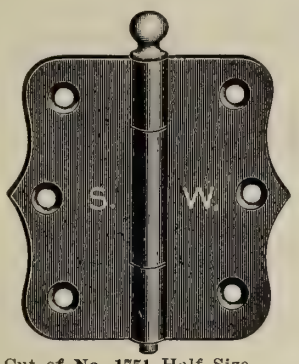
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Carpenters will find this tool almost invaluable.
Send for catalogue giving complete description.

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NEW BRITAIN, CONN. U.S.A.

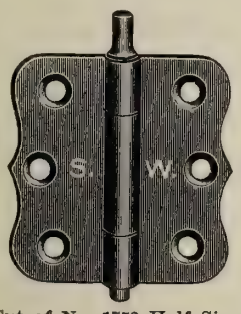
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Cut of **No. 1753** Half Size.

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Winnipeg Paint & Glass Co., Winnipeg.

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Wire Stretchers.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

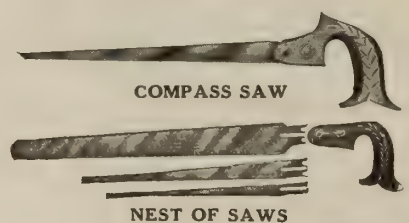
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ROSS RIFLE CO. Quebec

ATKINS' STERLING SAWS



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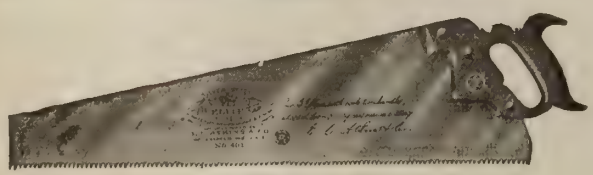
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We have an interesting proposition to make to all progressive merchants. Won't you let us hear from you?

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Makers of Sterling Saws.

Canadian Factory—Hamilton, Ont.
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Drop us a card and we will send you our monthly stock sheet and full particulars.

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Importers, Jobbers and Manufacturers



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FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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MANUFACTURED SOLELY BY

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SUCCESSORS TO

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THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL **LUFKIN** GOODS

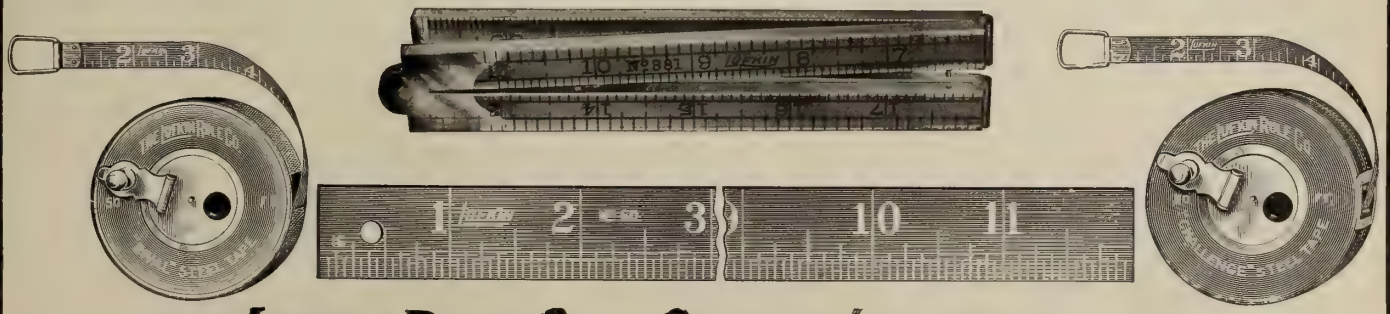
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

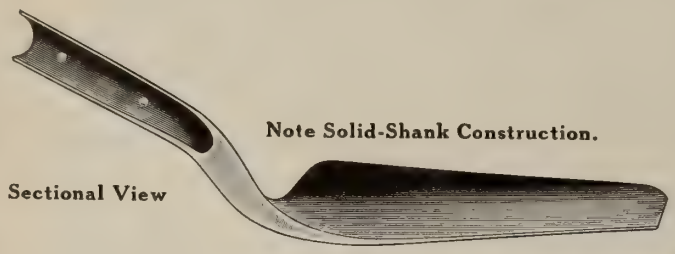
Stock **LUFKIN** Goods



THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

BULL DOG AND FOX

Patent Solid-Shank One-Piece Shovels



Note Solid-Shank Construction.

Sectional View

Nine reasons why BULL DOG and FOX Shovels are superior to other shovels

Solid-Shank Construction.

Thick Centres on top of Blade where strain comes.

Graduating Tapers on Blades.

Bend in Solid Shank instead of the Handle—note Sectional View.

Easily Re-handled, which is not the case with Bent Handles.

No Straps to Break.

Practical tests have Proven their superior strength.

We GUARANTEE our Contractors' Shovels equipped with our PATENT "D" Handle to be stronger than any other Shovel manufactured at the price.

Exported to Foreign Countries in competition with the World.

Sold by all Jobbers

THE CANADIAN SHOVEL & TOOL CO. LIMITED

HAMILTON, CANADA

The Originators of the Patent "D" Handle.

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 24

June 13 1914

"In every line of business there is always some one concern that is head and shoulders over its competitors in the matter of inventions and improvements in that particular line of business."

"Good Cheer"

THE JAMES STEWART MFG. CO., Limited

Manufacturers of

"GOOD CHEER"

Stoves, Ranges, Furnaces, etc.

WOODSTOCK, ONT. WINNIPEG, MAN.

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.



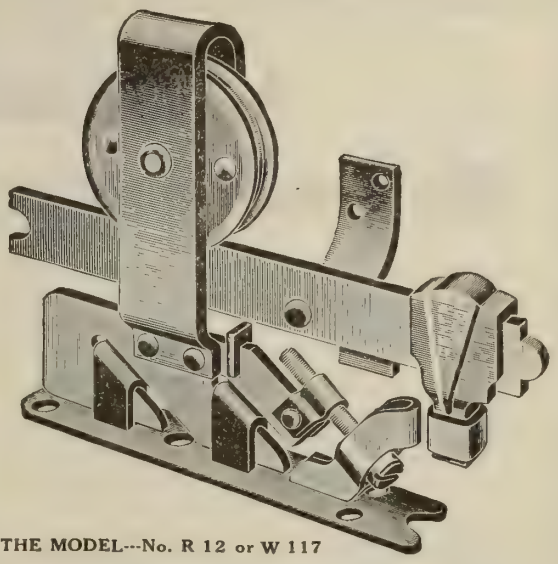
Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.



THE MODEL---No. R 12 or W 117

A strong, substantial hanger for moderate-priced houses. Where economy is imperative, use "R-W" Model, the best low-priced hanger made. Roller bearings. Steel wheel with fibre tread.

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

The Farmer, the Gardener, and the Householder

They will soon be needing quick, clean-cutting, long-lived, scythe stones. Give them

CARBORUNDUM Niagara Scythe Stones

They hold their shape—give the scythe and grass-hook just the right edge—and they won't glaze.



STOCK UP NOW TO MEET THE DEMAND

Made in Three Sizes

Put up in attractive display cartons, boxes, and holders

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

A Fairbanks Platform Counting Machine



On your counter may be used either as an ordinary scale or for counting the many small parts handled daily by your clerks.

It will easily save its cost during stock-taking and save a great deal of time during the balance of the year.

Send for Fairbanks Scale Catalogue No. 30A. or Counting Machine Catalogue No. 31.

The Canadian Fairbanks-Morse Co., Limited

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.

Canada's Departmental House for Mechanical Goods



NOW MADE IN CANADA

WRITE YOUR JOBBER TO-DAY FOR

NEW PRICES





Grasp the Point

for "there's a reason" why this nail is attracting so much attention throughout Canada and the U.S.

Merit Alone

has caused an unusual and insistent demand by Dealers, Roofers and Owners for the

SIMPLEX

Large Head **One-Piece**

Roofing Nail

Stop to think—here is a nail with a head **four times as large** as the ordinary roofing nail—and that isn't all—it's **made in one piece,** has **thick** rust-resisting head and a small barbed stem.

The Head Area

gives a large bearing surface on the roof and prevents roofing tearing out under wind strain.

The One-Piece Head and Stem

prevent leaking and rusting where nail goes through the cap—**the nail and cap are welded into one piece.** No time lost—to say nothing of the inconvenience—in handling separate nails and caps.

The Cupped Shaped Head

gives a head bearing equal to its full diameter.

The Small Barbed Stem

insures greatest holding power and doesn't split the roof boards.

Head 1 inch diameter, 21 gauge thick; Stem 1 inch long, 15 gauge diameter.

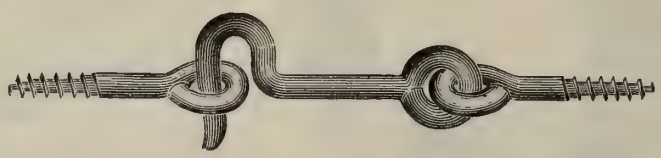
LEWIS BROS., LIMITED, MONTREAL

AGENTS

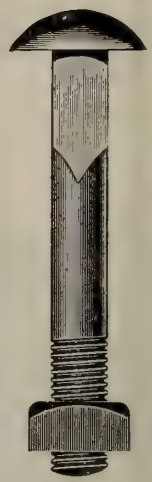
OTTAWA TORONTO VANCOUVER

The Steel Company of Canada, Limited

Hamilton







Should **quick delivery** be a factor, we are prepared to guarantee **prompt shipments** from our well-assorted stock of standard sizes of the following products—

















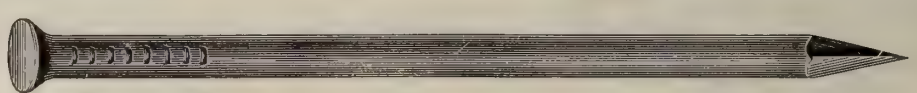


Wire Nails	Tacks
Fence Staples	Wood Screws
Poultry Netting Staples	Machine Screws
Corrugated Fasteners	Bolts and Nuts
Fencing and Gates	Rivets and Burrs (Iron and Copper)
Wrought Pipe	Steel Bars
Lead Pipe	Bright Wire Goods

Horse Shoes and Horse-Shoe Nails.

WIRE

Bright, Oiled and Annealed, Spring, Rivet, Bolt, Copper, Brass, Tinned Mattress, Bookbinders' and Broom.



Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

SMP "QUALITY" TRADE MARK

S M P
HEAVY STEEL BUCKETS



No. 140



No. 160

HOT GALVANIZED

Think of pails made of 24-gauge steel plate, wired on the top edge with ¼" rod, with ¼" bails and handsome wood handles and finally—dipped one by one in a bath of pure molten spelter,—free from dross.

You are then thinking of No. 140 and No. 160 **S M P** heavy steel buckets. Recommend them to *all* your customers for *all heavy work*.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

TO look back over the year's expenditures and to be able to say with truth that every purchase was made with wisdom, forethought and economy—

Isn't that something to be proud of—something to find satisfaction in?

The numerous ideas and information you'll find in the advertising columns of Hardware and Metal will give you a sound basis on which to decide satisfactory purchases.

Look over the advertising columns now—while you think of it.

HOWLAND'S SAMSON QUALITY
H. S. HOWLAND SONS & CO. LIMITED TORONTO

SAMSON ROOFING



SOLD ON ITS MERIT



AB-SO-LUTE-LY GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

The GREAT-WEST TROLLEY HANGER

For —
Warehouse, Factory and Barn Doors.



Massive, Strong
Scientific, Noiseless
Lateral and Vertical
adjustments.

Hardened Roller
Bearings.

Easy to put up.

The Great-West is
the strongest
Hanger of any.

Apron—6" long, 4"
wide, $\frac{3}{16}$" thick.

Adjustments 1¾" to
2¾".

Packed 1 pair in a
box complete.

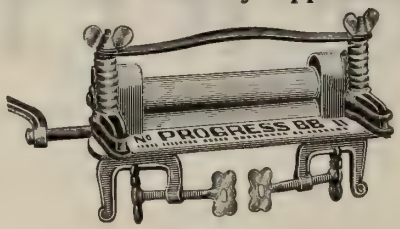
CANADA STEEL GOODS CO., Limited, Hamilton, Ont.
Makers of the RELIABLE Crescent Brand Butts and Hinges

Hand or Power Washing Machines and Clothes Wringers

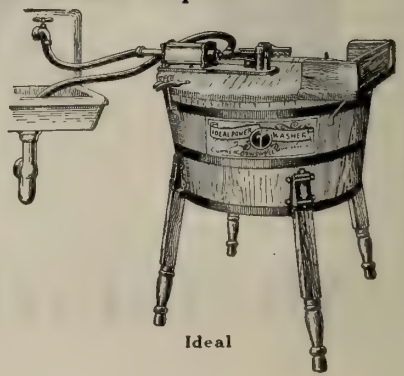
We manufacture this One line only. We make them Right and They made us.
The Largest Makers of Home Laundry Appliances in the British Empire.



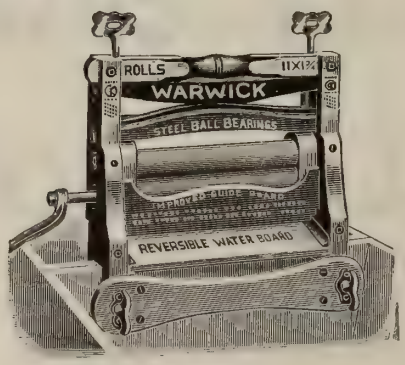
New Idea.



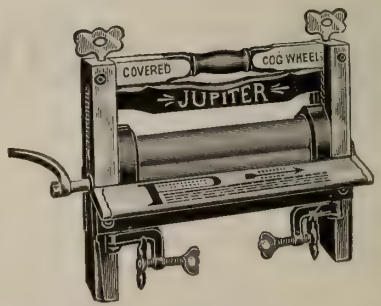
Progress.



Ideal



Warwick.

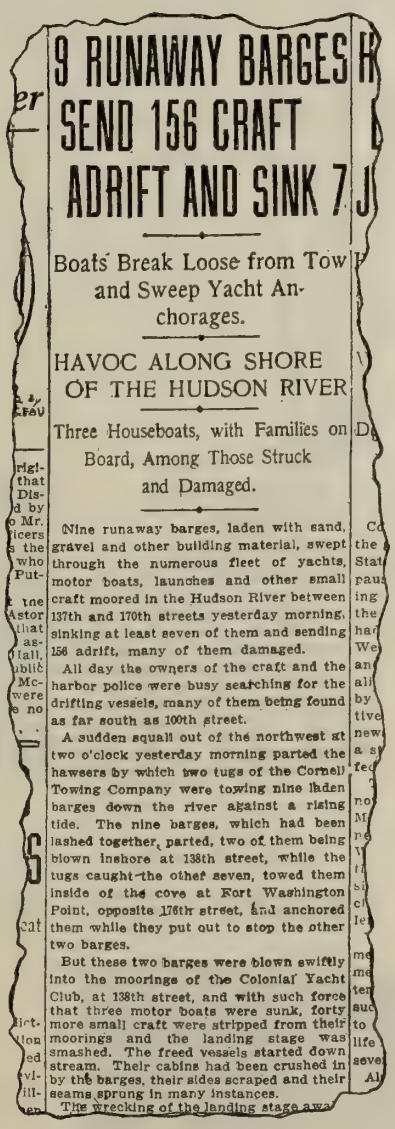


Jupiter.

Sold Everywhere
A Single Machine or a Carload available for immediate shipment.

Cummer-Dowswell Limited, Hamilton, Ont.

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

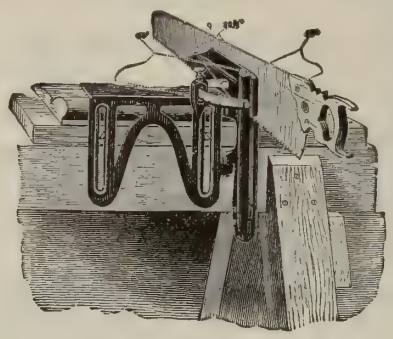
55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver

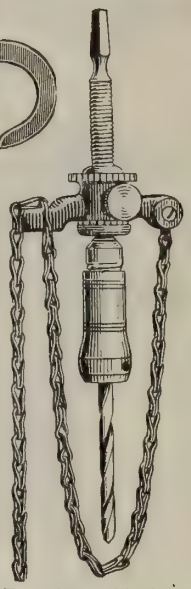
Ask Your Jobber for Goods Bearing the Red Devil Seal



LINEMEN'S TOOLS—We specialize in these.

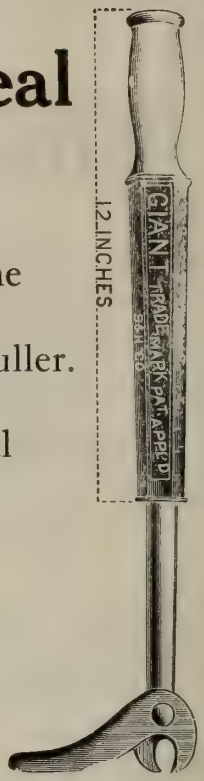


Genuine Seavey Mitre Box—Every carpenter wants one as soon as he sees it.



Ball-Bearing Chain Drill, Automatic Feed, No. 2012.

Genuine Giant Nail Puller. The original and the best.



SMITH & HEMENWAY CO., 150-152 Chambers St., New York

M. H. Brand Hardware

IS MADE IN CANADA

and is equal to any made anywhere

Prices are Right



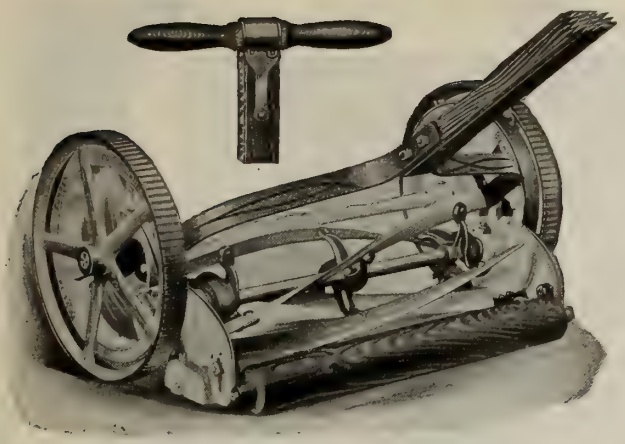
Quality is Superior

For quality of materials, finish and durability, M.H. Brand hardware has no equal. It will suit YOUR trade.

Send for Catalog to-day

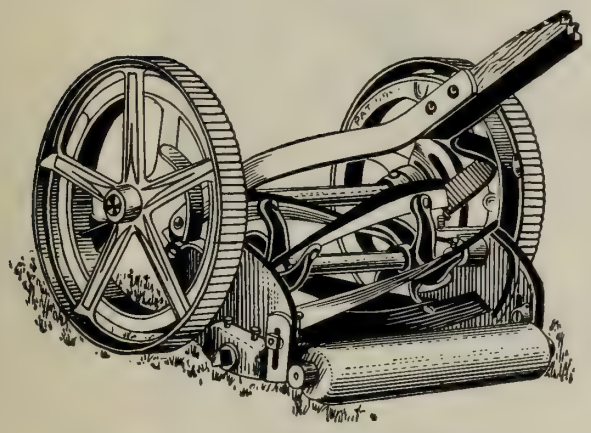
Montreal Hardware Mfg. Co., Limited

MONTREAL



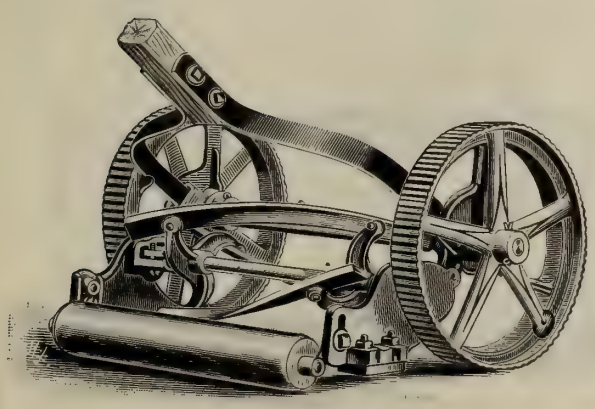
"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil-tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass-box attachment.



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives oil-tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.



"Star" Lawn Mower

Cast steel knives, oil tempered. Adjustable half-box bearings on cylinder shaft. Adjustable bottom knife. Wood rollers of hard maple.

Three-knife cylinder. 9-inch wheels. Same high-grade steel used in this mower as in the Woodyatt.

There's a well-established reputation back of

Taylor-Forbes

Lawn Mowers

This and their distinctive mechanical features make sales come fast and easy. Their high quality and efficiency make pleased customers, and friends.

By seeing that the name Taylor-Forbes is on the lawn mowers you sell, you will lay a foundation for better business.

The Taylor-Forbes GUARANTEE

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with this purchase, we *insist* on giving him a new machine or refunding his money.

If your jobber cannot supply you, write us. We'll ship immediately.

TAYLOR-FORBES CO.

LIMITED

Head Office and Works: GUELPH, ONT.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travellers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. Canada), Limited,

North Transcona, Man.



Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley 5/8-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



The Only Profitable Way of Handling Gasoline and Oils in the Retail Store

When gasoline and oils are handled with Wayne Storage outfits there is no waste due to evaporation, leakage and spilling. The waste does not seem to be very much at one given time, but in the yearly aggregate amounts to considerable.

This system also saves time and labor, as there is no constant filling and handling of measuring cups and the constant rolling in and out and tapping of barrels, and much space.

Does away with dirt and unpleasantness.

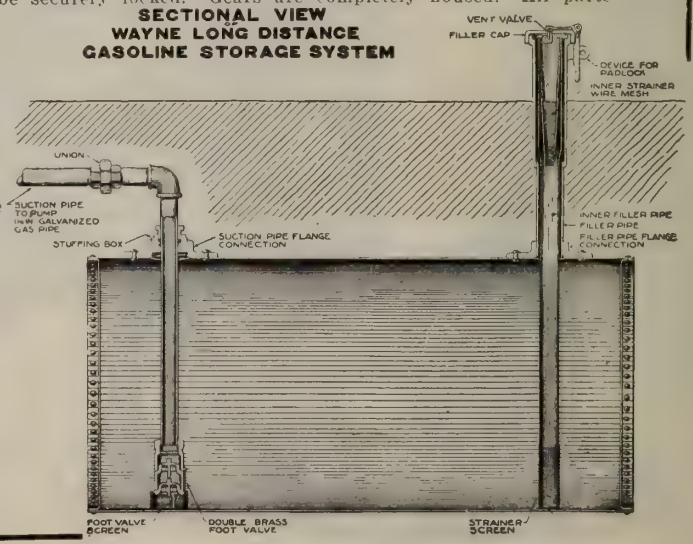
The **WAYNE PUMP** is constructed so as to throw a pint, quart, half-gallon or gallon, and measure **exactly.**

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.

WAYNE UNDERGROUND TANKS are made of the best grade of steel, carefully soldered and riveted, and finished in rust-proof asphaltum paint to prevent any possibility of corrosion; you bury the tank, as shown in detailed drawing, having the fill pipe come to the top of the ground, where it is handy for filling.

If you're interested in a Clean, Safe, Money-Saving Way of Handling Oils, write for full particulars.

SECTIONAL VIEW
WAYNE LONG DISTANCE
GASOLINE STORAGE SYSTEM



The Wayne Oil Tank & Pump Company

Woodstock **Ontario**



Stanley Handled Hammers

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

APOLLO KEYSTONE COPPER-BEARING GALVANIZED SHEETS

They are the greatest of all

RUST-RESISTING SHEETS

and will give

UNEQUALLED SERVICE AND SATISFACTION

Especially adapted for all exposed sheet metal work.

ROOFING	CORNICES	CONDUCTOR PIPE
SIDING	VALLEYS	EAVESTROUGH
CEILING	FLASHING	CULVERT PIPE
VENTILATORS	SKY-LIGHTS	IRON SHUTTERS

We have published a booklet with photographic illustrations, showing **Actual Weather Tests** of both Copper-Bearing Steel and sheets of steel without Copper; it will be interesting to you. Send for a copy.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building MONTREAL

Traders Bank Building TORONTO

STRUCTURAL STEEL

ANGLES TEES

Three reasons why our business is growing steadily, viz. :—

PRICES ARE RIGHT QUALITY UNIFORM SERVICE UNEXCELLED

We carry **2000 tons** of equal and unequal Leg Angles, Tees, Small Channels, Short Diamond Sunk Pattern Checkered Plates and Galvanized Sheets.

Write, Wire or Phone Us Your Requirements.

STEFFENS & NOLLE, LIMITED

Office—803 Shaughnessy Building Warehouse—137 Prince Street MONTREAL

Agents for Mannstaedt and Cie

Ornamental Iron Mouldings, Safety Treads, Ornaments, Rosettes, etc.

Catalogues and Stock Lists on Application.

CHANNELS CHECKERED PLATES SPECIALS

How "BRANTFORD ROOFING CO." Stays with THE DEALER

1st. Every reliable "Dealer" handling these goods is supplied promptly with samples and information on application.

2nd. Enquiries coming direct to us are referred to our local dealer agent.

3rd. Our advertising department is prepared to assist our dealers in writing up specials.

Our Motto is—"QUALITY FIRST"

WRITE FOR SAMPLES—PRICES—INFORMATION

Brantford Roofing Co., Limited, Brantford, Ont.

Fern Pots and Jardinieres

Strictly Up-to-date in Design, Finish and Construction

Put these lines in stock now and you will effect a quick turnover and procure a very good profit.



Brushed Brass or Rich Gilt.

AM 5503 without handle Opening and height 10 inches
AM 5504 without handle Opening and height 8 inches
AM 5505 without handle Opening and height 7 inches



AM 5528. Brushed Brass or Rich Gilt. Opening 6 inches. Iron Lining.

Our line of manufactures consist of **Fern Pots, Jardinieres, Kettles, Fire Sets, Cuspidors, Umbrella Stands, Candlesticks, Trays, Soap Dishes, Smoking Sets, Hotel Supplies, Stair Plates, Compression Taps, Copper Measures, Lighting Fixtures, Bathroom Fixtures, Crumb Sets, Mantel Sets and Coal Hods.**

Our catalog will give you a comprehensive idea of the splendour of our goods. Don't fail to write for it—**better do it now.**

Chadwick Brass Co., Limited
Hamilton, Canada



Saves Oil, Time and Labor

A trial always makes a steady user.

Easy Profit because Easily Sold

No matter in what position the can may be held, the oil is entirely controlled by the operator. Not a drop of oil need be wasted. Oil is forced out by simply pressing on the plunger. The flow of oil ceases the instant the pressure on the plunger stops.

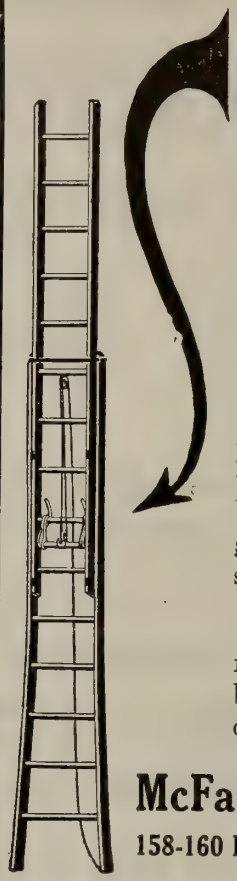
Oiling can be done in one-half the time and with less effort.

The "Cannon" is giving satisfaction to thousands of users.

Drop a card for particulars.



R. E. Bloomer
Keithsburg, Illinois



Safety First

(OUR MOTTO)

The most reliable extension ladder offered to the trade to-day. Made of clear yellow pine with hardwood rungs. Reinforced with wire let into a groove on the back of the ladder. One of the principal features of our ladder is the heavy malleable iron castings bolted on the sides which have given satisfaction for years. Stock sizes 20 to 40 ft.

Write for catalogue and prices for step ladders, bake boards, skirt boards, curtain stretchers and other woodenware.

McFarlane Ladder Works
158-160 River Street, TORONTO, ONT.

BROOMS
OF QUALITY

Try our

BIG VALUE

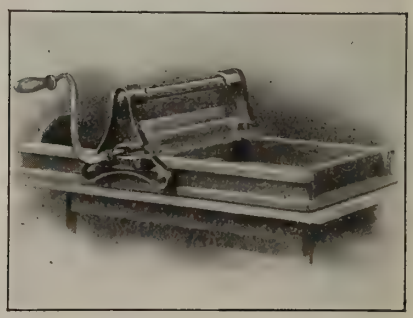
Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.
Hamilton

Maxwell "British" Butter Worker

has been on the market for years and has been adopted by the best dairies in Great Britain and Canada.



Results in Better Butter and Bigger Profits. Makes the butter firm, even and consistent all through. In three sizes—14", 17" and 20" wide.

MAXWELLS LIMITED St. Mary's, Ont.



A Double Grip

shown above is our

No. 91 ONEIDA JUMP TRAP

It is made with Double Jaws, giving a Double Grip and Double Hold.

☞ *Prevents the animal escaping by gnawing its foot. Also prevents breaking the bone.*

Ask your dealer especially for this Double Jawed No. 91 Oneida Jump Trap.

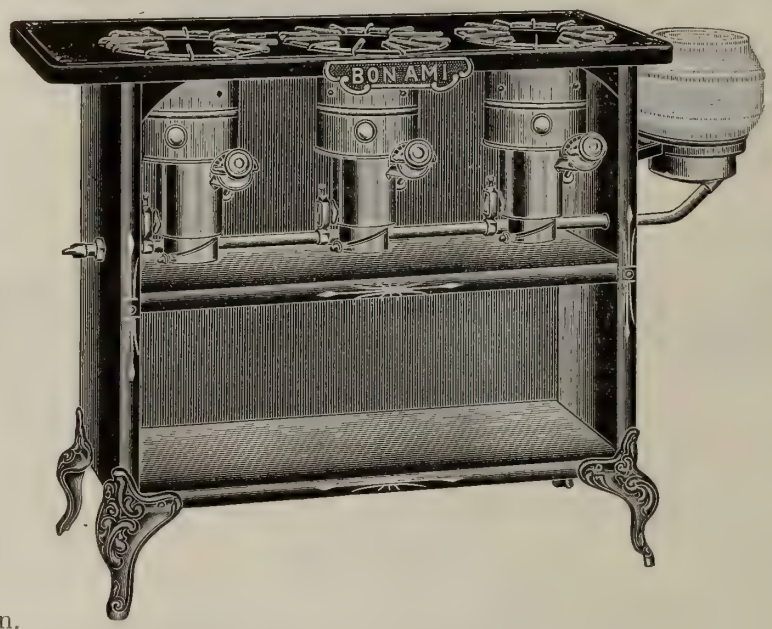
ONEIDA COMMUNITY, LTD.

ONEIDA, N. Y.

SCIENTIFIC IMPROVEMENTS are necessary in all classes of mechanical contrivances to keep up with the modern demand. An up-to-date article commands the attention of all possible buyers. There's a reason why you should sell

McClary's

"BON-AMI" OIL STOVE



New 1914 design.
Full cabinet on 5" cast legs; this provides for an undershelf.
Burners of seamless brass.
Chimney raising device raises the chimney clear of the wick.
Heavy glass tank—brass sub-tank.
Hard baked black japanned, decorated.
Blue enamel chimneys.
Construction of the burners gives an absolutely clear, blue flame—this flame is brought up close to the cooking utensils; this gives quicker results, means a saving in oil.
Wick and carriers sold together, easy replacement.
Perfect combustion.
Absolutely smokeless.
More particulars sent gladly on receipt of postal request.

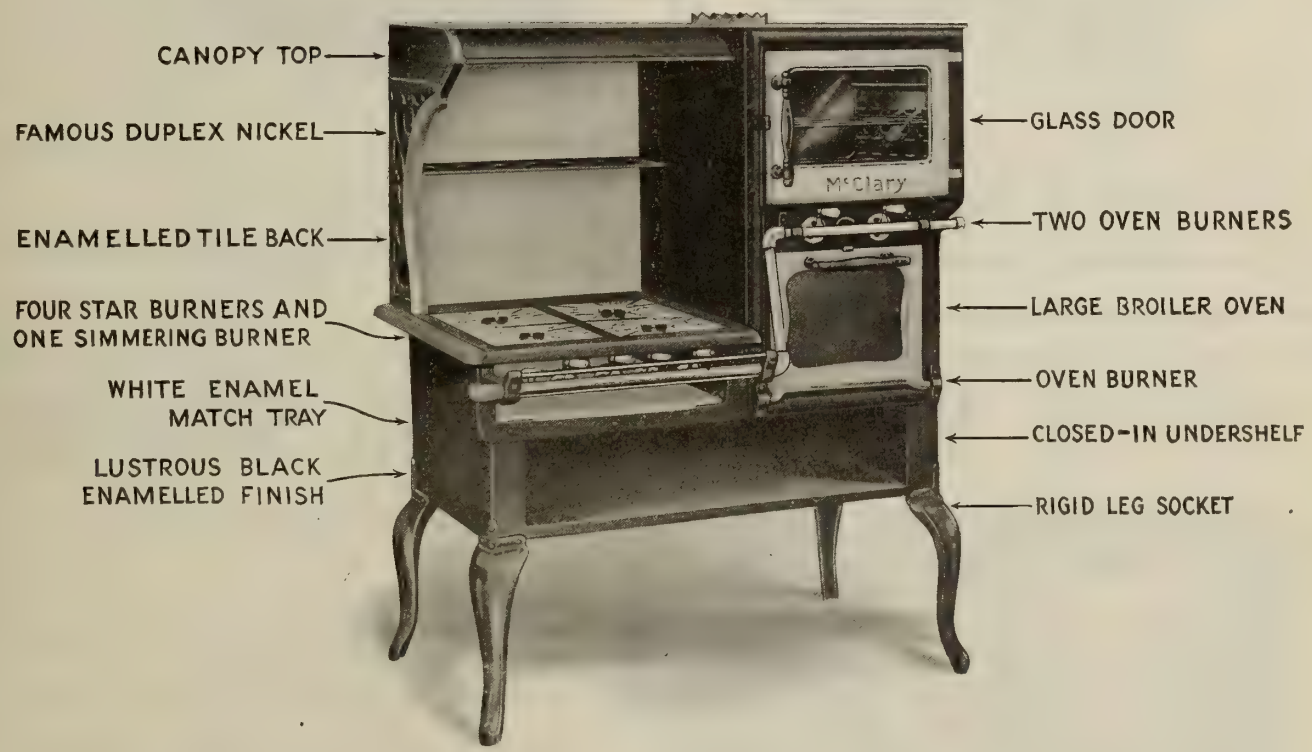
"McClary's Ship Quick."

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON

EXTENSIVE ASSORTMENT gives a wide range of selection that customers demand. The requirements of householders are varied; there's a reason why you should sell

McClary's
GAS RANGES



Easy cleaning—the sanitary anti-rust coating in the ovens enables them to be washed like an ordinary kitchen utensil; the black enamelled finish and duplex nickel trimmings only require one rub with a cloth—best results with minimum trouble.

Send a postal request for a supply of Recipe books to brighten up your trade.

McClary's on goods is a Quality Name.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON

GIVE THE HOUSEWIFE WHAT SHE WANTS



When she thinks of oil stoves, she thinks of the

New Perfection
WICK BLUE FLAME
Oil Cook-stove

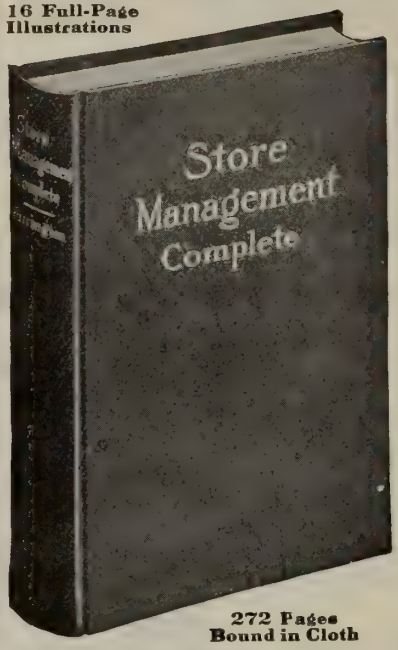
That's what consistent advertising of a thoroughly reliable stove has done.
New Perfection Stoves are made in 1, 2, 3, and 4-burner sizes. No. 5 model has the new fireless cooking oven, which makes it a perfect cooking equipment for any kitchen. See it at any Imperial branch office.

THE IMPERIAL OIL COMPANY, LIMITED

Toronto Ottawa Halifax Montreal Quebec St. John
Winnipeg Calgary Regina Vancouver Edmonton Saskatoon

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

"QUICK MEAL" WICK OIL STOVES



WITH GLASS FOUNT

Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

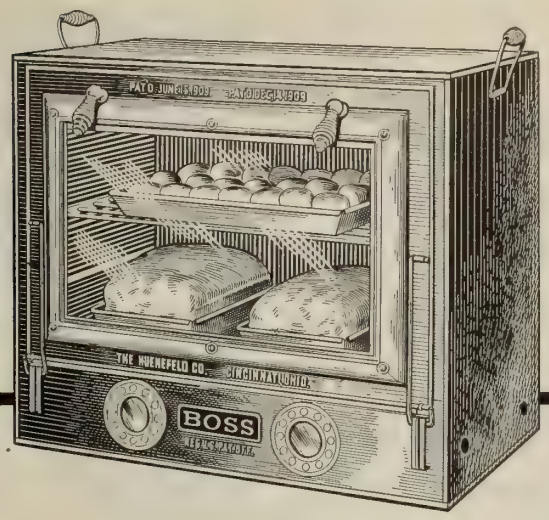
Also, "Quick Meal" Evaporating Gasoline Stoves.

The JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT. - WINNIPEG, MAN.

Agents for Canada

BOSS



OVEN

GLASS DOOR

GUARANTEED

No. 750

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

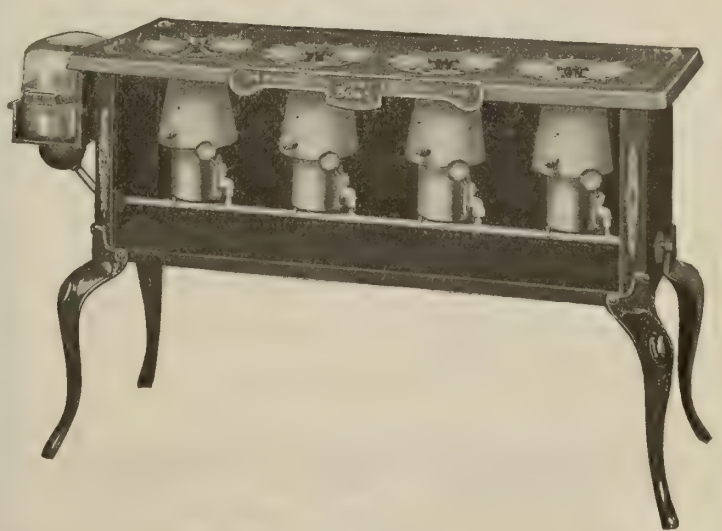
NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.



FOUR BURNER LOW WITH GLASS TANK

The HUENEFELD CO., 6000 Valley St., Cincinnati, Ohio

Get the Farmer Into Your Store

The progressive farmer of to-day is a big buyer of cement. Government experts and cement manufacturers are educating him to use concrete for many purposes. Our advertising, and experience with the product, have taught most farmers that

Rogers' Portland Cement

is a high standard cement of acknowledged quality. Every farmer who uses it once will come back again for more. You will get his trade if you handle the cement he wants. Our splendid shipping facilities make it possible for you to handle all the trade in your district with only a small stock. Write for our proposition.

ALFRED ROGERS, Limited
28 West King Street, Toronto

N. J. Dinnen & Co., Western Sales Managers
WINNIPEG, MAN.

NICHOLSON
MADE
FILES

What more could you ask?

—A **standardized** product, favorably known and widely used in every metal-working industry.

—Factory facilities and manufacturing methods that positively insure superiority at every point.

—Big factory stocks, to give you maximum range with minimum stock on your shelves.

—Persistent advertising, to reach the very folks you want to sell to.

—A price-policy that discourages frequent fluctuations, and enables you to know just "where you're at."

If these are the conditions under which you like to do business, the chances are you already stock

NICHOLSON-MADE-BRANDS

Kearney & Foot
Great Western
American
Arcade
Globe

If not, consult YOUR JOBBER about a stock order to-day.

NICHOLSON FILE COMPANY
PORT HOPE Ont.

My Friend's Auto

Next to having an auto of your own, it's best to have a friend who has one. I have one—a friend I mean. It's so new it hurts your eyes when the sun shines on it. This friend of mine gave me a lift up the avenue the other night. I noticed he changed all the gears with only one handle. The last auto I was in had about four, I think. I didn't say anything at the time, but I thought to myself "these auto makers have copied the ECONOMIZER—one handle to change all the gears —we have one handle to regulate all the drafts."

Thus does the world move towards SIMPLIFICATION.

SAM OVEN,
(with Gurney's).



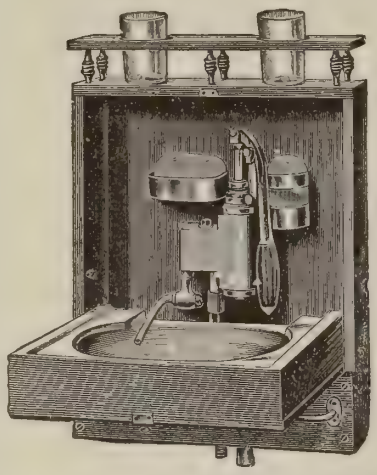
The Gurney Foundry Co., Limited

Established 1843

TORONTO CANADA

GURNEY-OXFORD

Hamilton London Montreal Winnipeg Calgary Edmonton Vancouver



This is a folding lavatory for yachts and launches, etc. It's a great stunt for cruisers.

Marine Hardware

sells with

— Paint —

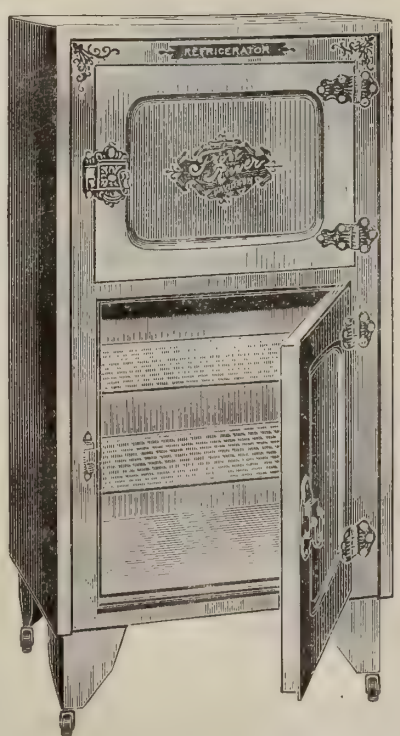
YOU sell the paint, varnish and brushes that every amateur boat-painter buys. You get all the boat owners in front of your counter every summer. You know that they buy Marine Hardware as well as paint. And *WE* know that a line of marine hardware displayed beside those paint pots will keep your clerks ringing the chimes on the cash register for the rest of the season.

Drop us a postal card and we will tell you how to open the line.

The James Morrison Brass Manufacturing Co., Ltd.

93-97 Adelaide St. W., TORONTO, Canada.

Davidson's Frost River Refrigerators



Made Entirely of Sheet Steel—Galvanized.

100 per cent. better than wood—More Sanitary.

Will Not Crack, Shrink, Fall Apart or Decay.

Locks, Hinges and Handles solid polished brass.

Heavily Insulated—Uses less ice—Are colder.

Will last a lifetime.

Dainty, Neat and Clean Looking.

Beautifully finished in French Grey baked enamel with Snowy-White Food Chamber.

All Inside Parts are Removable.—Easily Cleaned.

Three sizes—Fully guaranteed—(Write for prices.)

The Thos. Davidson Mfg. Co., Limited

MONTREAL TORONTO WINNIPEG



Kir-Ben Furnace with the most talking points.
Kir-Ben Furnace with the most convincing features.
Kir-Ben Furnace with the large ash-pit.
Kir-Ben Furnace with the large ash-pan.
Kir-Ben Furnace with the straight fire-pot.
Kir-Ben Furnace with the deepest kind of fire-pot.
Kir-Ben Furnace with the only automatic direct draft damper.
Kir-Ben Furnace with the only gas-tight direct draft damper.
Kir-Ben Furnace with the only full-size gas explosion damper.
Kir-Ben Furnace with the one-piece flanged fire-pot.
Kir-Ben Furnace with the largest radiator.
Kir-Ben Furnace with the most heating surface.
Kir-Ben Furnace with the only roller-bearing grate.
Kir-Ben Furnace with the most grate surface (very much the most).
Kir-Ben Furnace with the large straight top and bottom casing.
Kir-Ben Furnace with the U.S. Steel Corporation rust-resisting steel.
Kir-Ben Furnace Agency that you should have.
Kir-Ben Furnace that is easy to sell.
Kir-Ben Furnace that always works and stays sold.
Kir-Ben Furnace that makes satisfied customers.
Kir-Ben Furnace that brings customers back for other goods.
Kir-Ben Furnaces that are shipped same day as order is received.
Kir-Ben "Knows How"—Write for sample.

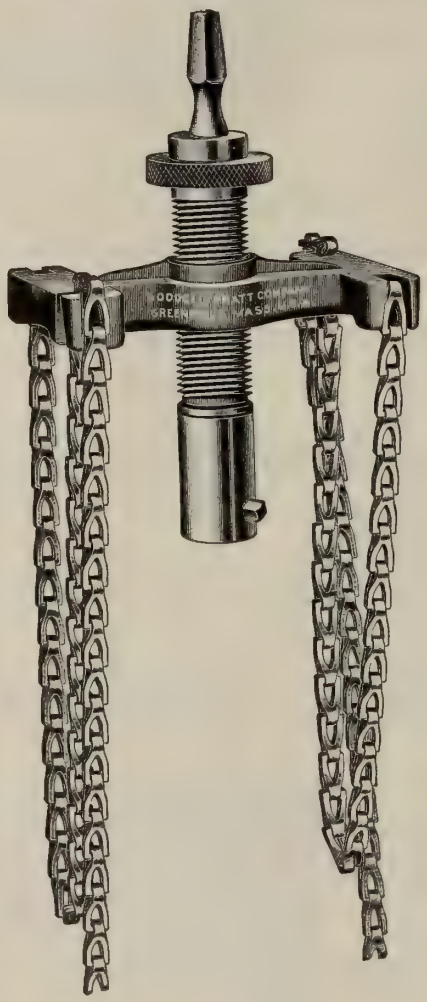
KIR-BEN AGENCY IS THE BEST

KIR-BEN LIMITED

ALMONTE - - - - ONTARIO

Goodell-Pratt's

Giant Chain Drills



FOR HARD WORK

The largest and heaviest chain drills made.

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U. S. A.

Dealers—Handle this Fence

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.

Winnipeg, Man. Hamilton, Ont.



Do You Want More Money?

OF course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from $5 to $20 a week, according to the time given.

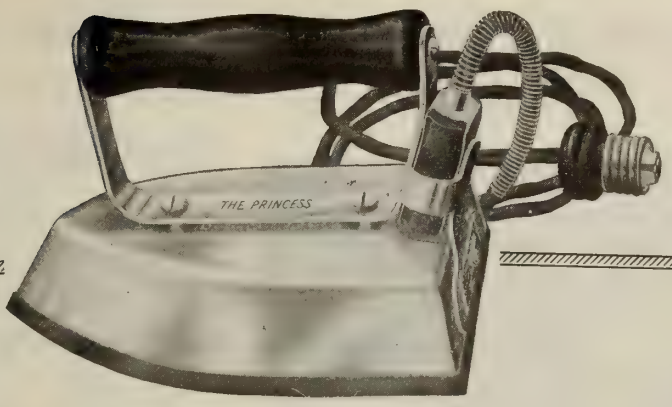
IF YOU ARE NOT AFRAID OF WORK you can make $5 a week, giving 3 hours a week to taking subscriptions to

MacLean's Magazine

We supply you with all you need to take subscriptions except the determination. We allow a definite, liberal commission on both new and renewal subscriptions.

THE coming months are the most pleasant in the year for the work. If you write at once we can appoint you as our local representative.

MACLEAN PUBLISHING CO., LTD.
143-149 UNIVERSITY AVENUE, TORONTO



500-DAY TEST

The "Princess" Electric Iron

Four Princess Electric Irons being tested by the Commonwealth Edison Laboratories have been continuously on current for five hundred working days of ten hours each, without burning out or breaking down. This is equivalent to ten years' use in a sizeable household.

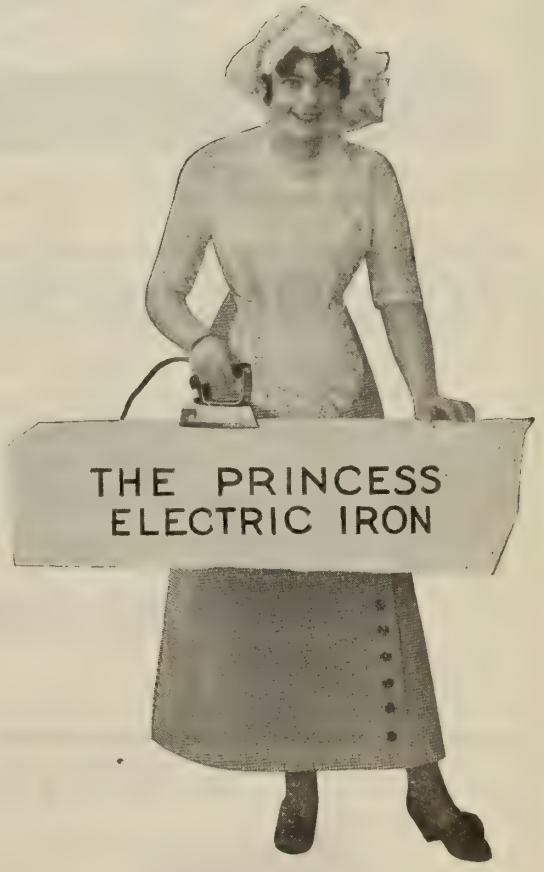
The De Luxe Princess Iron retailing for $4.00 is the greatest value ever offered the public, and the ten-year guarantee of this company is positive assurance of complete satisfaction.

Every Princess Iron you sell will make friends for your business.

The profit to you on every sale is so good that you will feel like hustling for the business.

June and July are the big electric iron months.

Order some Princess Irons to-day. Your jobber can supply you.

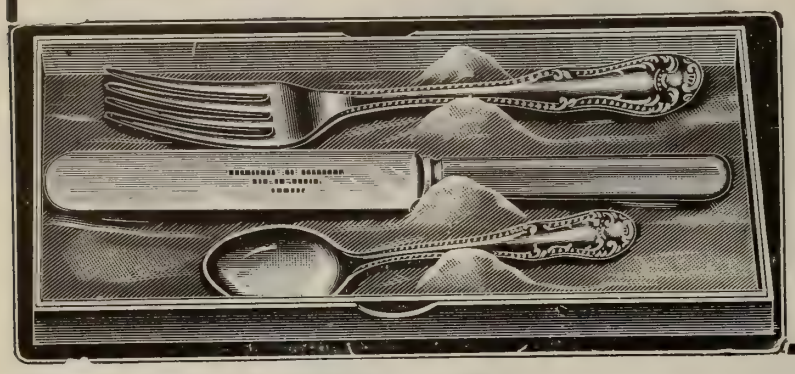


CHICAGO FLEXIBLE SHAFT CO.

250 ONTARIO STREET, CHICAGO

High-Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

Helena Pattern



This Child's Set Will Make a Nice Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit, and are guaranteed to give perfect satisfaction.

McGLASHAN CLARKE CO., LTD.
NIAGARA FALLS, CANADA

AGENTS:
J. MACKAY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
BENJ. ROGERS, Charlottetown, P.E.I.

You will never find any split seams in our Conductor Pipe. Every length is perfect.

Eavestrough, Conductor Pipes, Elbows, Ridge Roll, Valleys, Skylights, Ventilators and

CORRUGATED IRON

IF YOU HAVE NOT RECEIVED OUR NEW PRICE LIST OF MAY 28th, WRITE FOR ONE.



Wheeler & Bain
TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

H. BOKER & CO.'S "EDELWEISS"

Perfection in the Art of Razor Grinding and Honing.
Every Razor Absolutely Perfect in its Shaving Qualities.



H. BOKER & CO.'S TREE BRAND RAZORS are known the world over as Highest Grade, and are noted for their superior shaving qualities. Every blade hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground. Honed and set ready for use. Every razor guaranteed.

Write for our free booklet "Some Pointers for Gentlemen Who Shave Themselves."

McGill Cutlery Co., Reg'd — P. O. Box 366, Montreal

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

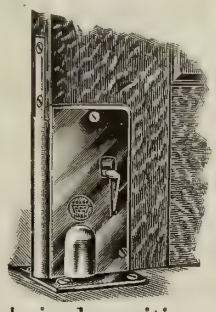
WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED

ST. THOMAS, ONTARIO

CHICAGO SPRING BUTTS
TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE C.S.B. CO. MARK **NEW YORK**

TRIMO TOOLS Are Universally Commended

What has been accomplished by the

Trimo Pipe Wrench

is fast being achieved by the

Trimo Pipe Cutter

Send for Catalog No. 150

Success is Its Own Recommendation



TRIMO PIPE CUTTER

Drop-Forged Frame. All parts interchangeable. Convertible from a one to a three-wheel cutter by simply removing and substituting wheels.

The name TRIMO will be found on every TRIMO Tool

MADE BY

Trimont Manufacturing Company, - ROXBURY, MASS. (Boston)



MEAKINS DEALERS

get all that it's possible to get in the line of a good brush trade.



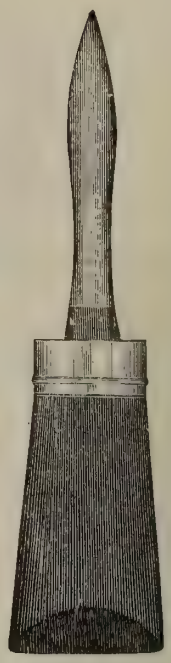
These brushes are of utmost dependability because they never fail to satisfy the most particular of painters.

There are high-quality materials, long experience and expert workmanship back of **Meakins' Paint and Varnish Brushes.**

Besides being highly efficient they are economical in that they give long service.

Let us give you full particulars and catalog.

Drop us a card for them now.



Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: WINNIPEG LONDON TORONTO MONTREAL

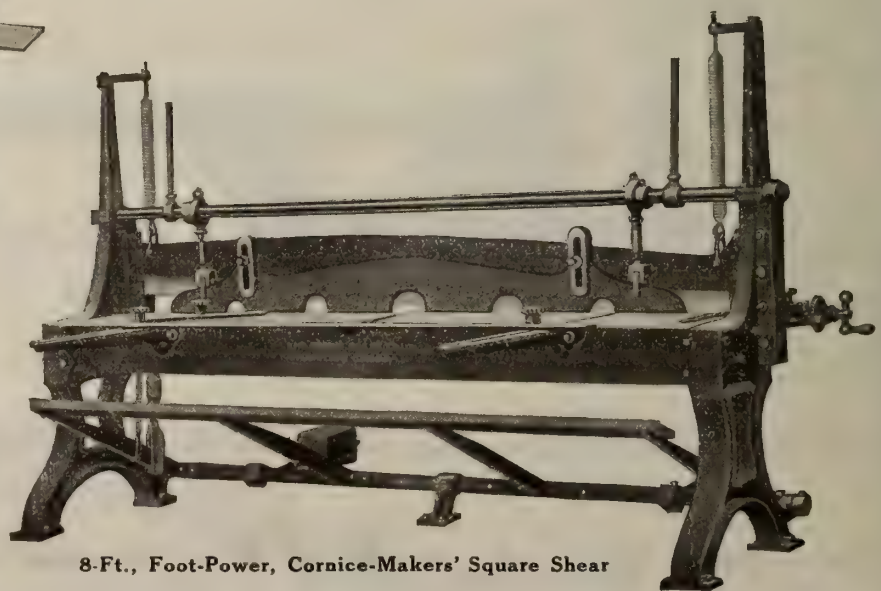
"BB" SQUARE SHEARS

Foot and Power

Made in lengths from 20 inches up to 120 inches



No. 1—15" Gap Foot-Power Square Shear



8-Ft., Foot-Power, Cornice-Makers' Square Shear

If you want a shear that does **Superior Work** order one to-day

FROM

The Brown Boggs Co.

LIMITED

HAMILTON, CANADA

Western Representatives:
MESSRS. BISSETT & LOUCKS, LIMITED
Winnipeg and Edmonton



No. 53

Wrico ANTI-RUST

GALVANIZED CHAMBER PAILS
WITH COMMODE ATTACHMENT

Blue Striped, Varnished Wood Handles, Bossed Bottoms. Top edge wired with ¼ in. rod—½ in. bottom rim.

Special style of ear used—keeps handle from interfering with attachment. Extra heavy material. Well galvanized. Will not rust.

No.	53
Quarts	16
Diam. Top, ins.	12⅝
Diam. Bottom, ins.	9⅛
Height, ins.	11⅛
Weight per dozen, complete with commode attachment and cover	60 lbs.

They sell quickly and at a good margin.

E. T. WRIGHT COMPANY, LIMITED, HAMILTON, CANADA

HARDWAREMEN who have a Sanitary and Heating Department as well as a Tinsmith Shop

You or your foreman plumber, steamfitter or tinsmith should be a subscriber to

SANITARY ENGINEER

BECAUSE:

1. **Its Advertisers—are those who sell the best goods at the right price.**
2. **Its Question Box "is practical."**
3. **Its Articles—are of vital interest to those engaged in the craft.**
4. **Its course in sheet metal work has been very favorably commented upon; in fact one subscriber stated to us recently that his course was worth over $25.00 alone.**
5. **We solve problems for you through our columns which are at times beyond the best of us.**
6. **It is the voice of the trade.**
7. **It stands for all that is along the lines of progress in Sanitation, Heating and Ventilation.**

MacLean Pub. Co.,
143 University Ave., Toronto.

Please send me (free) sample copy of Sanitary Engineer, post-paid.

.....

.....

.....

Published by

The MacLean Publishing Company, Limited
143 University Ave., TORONTO
$1.00 PER ANNUM

Write for sample copy. Fill in and mail this slip before you overlook it.

Canadian Tube & Iron Company Ltd.
MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

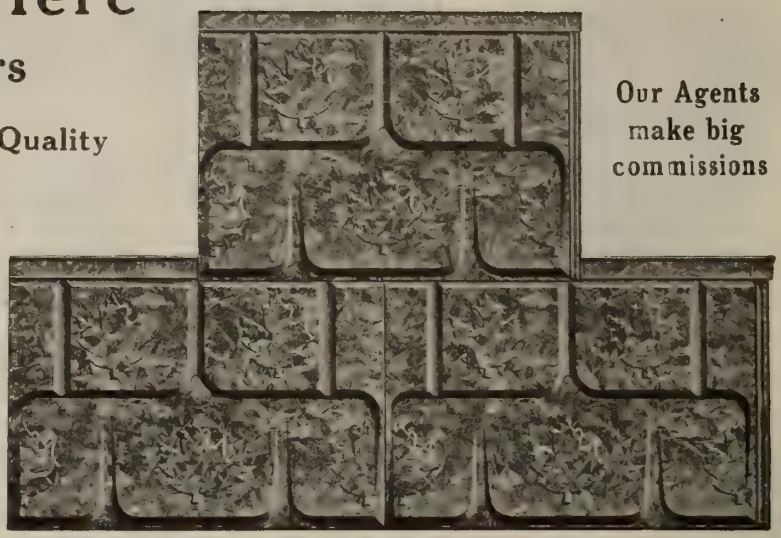
We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

The Quality's Here

that gets re-orders

Safe Lock Shingles and Acorn Quality Corrugated Iron



Our Agents make big commissions

Many home-builders use the same old kind of building materials because they are unfamiliar with the advantage that prevails in the use of Metal Shingles and Siding.

We want you to canvass your vicinity for us—to be our agent.

We'll help you effect sales by sending out circulars and strong business-getting letters to whom you wish.

We'll be glad to give you any information you may desire.

We make a specialty of prompt service and square treatment to all our customers. Write for our special agency proposition.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG SASKATOON CALGARY

Head Office: PRESTON, ONTARIO

Associated with THE A. B. ORMSBY COMPANY, Limited
TORONTO and WINNIPEG

Let us tell you the reason,



that you should stock up with the Dana Peerless Freezer, right now.

The Peerless makes its greatest appeal in Summer. Although it's in demand all the year round—naturally, in the sultry months, the demand is greatest.

And the Peerless appeals irresistibly to those people — the Summer campers, the commuters who go to live, far from the stores, where good ice-cream is procurable.

If you have it in stock, good and early, you'll be able to show it to them before they go,—you'll have time to demonstrate it—to point out the tall, slender can—to show them how the dasher removes the cream from the sides as fast as it becomes solid. You will be able to let them crank it themselves, to let them discover that it is as easy to grind as a watch is to wind.

That's the reason you should stock the Dana Peerless **now.**

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You'll think so, when we tell you about the profits.

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Manufactured and Sold in Canada by

The Wm. Cane & Sons Co., Ltd.

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SOLE LICENSEES OF DANA MFG. CO., CINCINNATI

THE CAVALIER

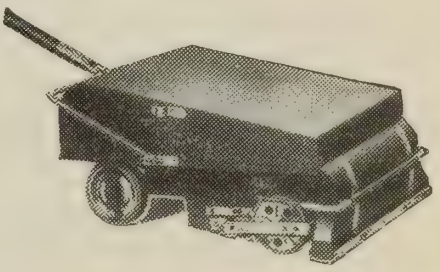
1914 Model — Two Styles

Ball-Bearing Combination Vacuum Cleaner and Sweeper
Ball-Bearing Vacuum Cleaner without Brush Sweeper
(when ordering state which style is required)



Eats the Dirt

Swallows the Dust



Built of selected three-ply birch veneered wood throughout.

BELLOWS: Specially constructed to withstand the hardest use; displacing 40,000 cubic inches of air per minute.

NOZZLE: Overlapping twelve-inch suction nozzle, reaching into the corners and close to the wall.

VALVES: Arranged to give perfect action by means of high-tempered springs, tight fitting, and assuring no loss of suction.

DUST BOX: Flexible metal sides covered with canvas cloth; indestructible.

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BRUSH: Best Russian bristle, held in position by oil-tempered spring, self-adjustable to all naps of carpets, with double dust pans easy to clean.

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INSPECTION: Every machine thoroughly inspected and tested before leaving the factory.

1. **Low cost,** within the reach of everybody.
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5. **It can be used as a vacuum cleaner** without the roller brush by simply removing the brush, a new feature.
6. **It is built low** in order to be used under beds, couches and other furniture.
7. **It weighs eleven pounds,** so light a child can handle it; easiest-running combination machine built.
8. **Double steel cone annular ball bearing.** Has three bellows, assuring continuous suction, a distinct advantage over two-bellows type.
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10. We claim the **CAVALIER** Annular Ball-Bearing Combination Vacuum Sweeper the newest type machine that money can buy or build to-day. Superior to anything in use; a 1914 product of **quality** and **efficiency.**

Cavalier Vacuum Sweepers are covered by the "C. L. & Co. Guarantee" to do the work claimed for them and against any defect in Workmanship or Material.

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Caverhill, Learmont & Co.

MONTREAL

The Nut Must "Give" In The Bite Of A "W&B" Machinists' Knife Handle Wrench



EACH "W & B" MACHINISTS' KNIFE HANDLE IS WARRANTED

The jaws stand up to the requirements of hard usage. The openings have greater capacity than other makes. The head and bar are drop forged in one piece. The grip is easy and does not tire out the user. "W. & B." Machinists' Warranted Knife Handle Wrenches have no weak points.

Tools of Quality Bear These Marks

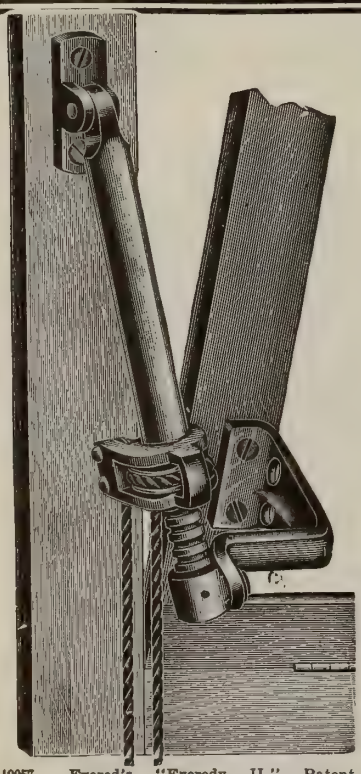
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WRITE FOR CATALOG NO. 82-B.

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Established 1854

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OF EVERY DESCRIPTION OF

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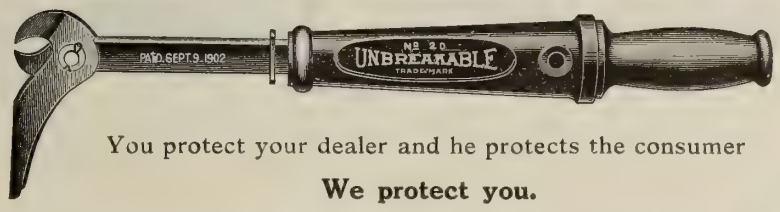
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Brazed Brass and Copper Tubes, and Brass Cased Tubes

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We protect you.

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These straps make safe crates and please customers, and pay a good profit.

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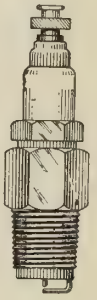


AJAX SPARK PLUGS

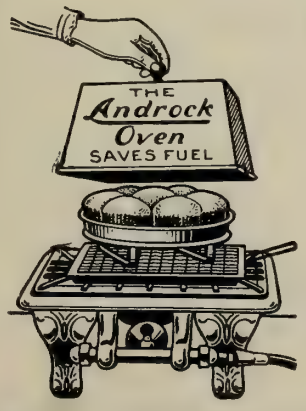
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of most improved type

These styles should be carried by all dealers, as they satisfy an increasing demand for certain makes of engines. For Special ½-inch Plugs have an extra long body, admitting of ready wrench manipulation.
Just try these plugs. They'll speak so loudly for themselves that you'll order more.



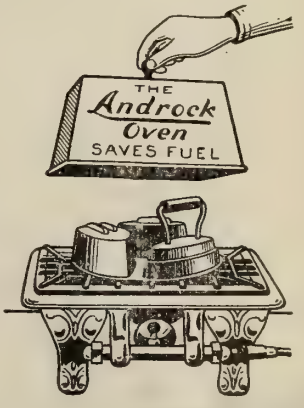
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The "Androck" Oven

Fills a long-felt want. Saves gas and time.

It consists of four parts: The cover, or oven proper, made of aluminized steel; the **Stand**, asbestos lined; the **Heat Distributing Plate**, to be used underneath the stand or alone for heating flatirons, and the **Androck Bread Toaster**, the finest toaster made.
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Get the Androck Oven now and boost it. Every sale leads to others.

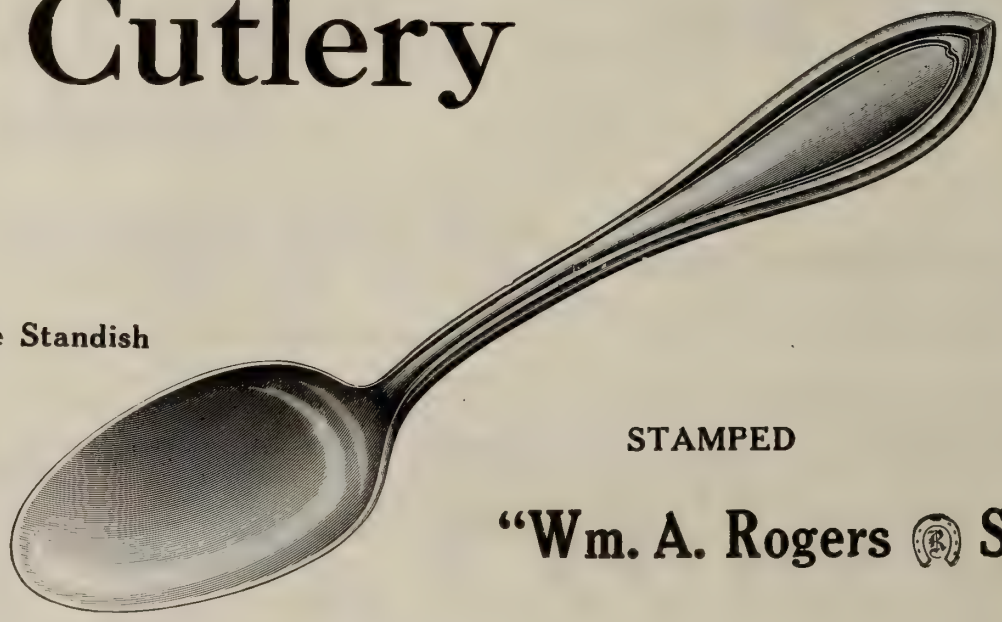


Andrews Wire Works of Canada,
Limited
Watford, Ont.

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Silverware

Cutlery



The Standish

STAMPED

"Wm. A. Rogers S X R"

is plated on 21% nickel, which is harder, whiter, and more durable than any other base used. Plated with full 60 dwt. on tea spoons and heavily sectional plated on parts exposed to wear. Compare this with any other tea spoon listing at $4.75 per dozen. **Write for catalog.** You'll find our flatware and hollow-ware consistent good sellers. **Why not give them a trial?**

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JUNE 13, 1914. No. 24

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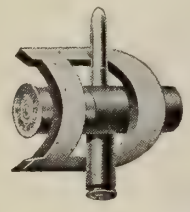
TRAP SHOOTING

The Sport of Broken Targets When You Use DOMINION SHELLS.

As a sportsman you should shoot regularly with your local gun club. It is a pleasing relaxation that develops a quick eye, steady nerves and complete control.

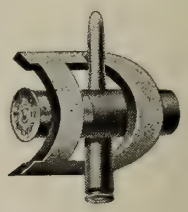
As a dealer you should shoot regularly with your gun club. You will meet the best class of trade in your town and make your store the headquarters of local sportsmen.

To Satisfy Trapshooters Sell Them



Dominion Trap Loads

IMPERIAL — CANUCK — REGAL — SOVEREIGN



The complete and rapid ignition of the powder gives a drive to the shot that results in dead birds and good scores.

Dominion Cartridge Company, Limited - Montreal

The Merchant with an O-Cedar Display gets more trade coming his way.

The **O-Cedar Polish Mop**

(Made in Canada)



is so extensively advertised in the papers in the largest cities from coast to coast in Canada, and in the leading magazines, that a display is practically all that is required to effect a sale.

O-Cedar Polish Mops cut the housewives' cleaning labor in half because they make those hard-to-get-at-places, such as between the banisters, under the beds, tops of high furniture, etc., accessible, without straining or reaching. They enable her to keep the floors bright and shining with but a few minutes of her time.

Sell to a housewife and get her neighbor too.

Write your jobber.



CHANNELL CHEMICAL CO., LTD.

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. JUNE 13, 1914 No. 24

Review of the Year by Manufacturers

Annual Convention of Canadian Manufacturers' Association Held at Montreal—President Gordon's Address—Business Depression Not Confined to Canada.

MONTREAL, June 12.— Several hundred delegates attended the annual convention of the Canadian Manufacturers' Association. During the three-day sojourn in the city the delegates enjoyed a trip in the harbor, attended several social functions, including the banquet on Thursday night. The convention opened on Tuesday with a large attendance. Beside the address of C. B. Gordon, of Montreal, there were reports as to the association's finances, membership, etc., and a report from the Insurance Committee.

Two thousand dollars was voted to the sufferers through the sinking of the Empress of Ireland.

The treasurer's report for the past nine months—owing to the fact that the meeting is being held in June instead of September — shows that the receipts amounted to $52,462, and there was a profit on the period of $6,111, the total balance of the association now being $43,180.

The general dullness of trade was indicated in the Membership Committee's report. The net increase for the year was only thirty-six, bringing the total membership up to 3,043. No less than forty-six of the resignations during the past year were due to liquidations or discontinuances of manufacturing operations.

President Gordon on the Business Situation.

The address of President Gordon was, in part, as follows:—

"All other problems have come and gone and have lost their significances compared with a problem that has been with us throughout the year and which threatens to keep us enveloped in its shadow for some months to come. The business depression is a trouble we cannot afford to make light of. Every day brings fresh reminders of its existence, reminders that lead us to speculate as to its causes, its probable duration and the extent to which our resources may be taxed in serving it. It should be quite possible for us to associate the depression with some of the events that have occasioned it, as well as with some of the conditions and tendencies by which it has been accompanied, and so turn an unfortunate situation to good account by acquiring a better understanding of our inherent weaknesses.

"An investigation of any widespread depression usually shows two sets of influences at work, one operating within the country, the other without. Canada's present trouble is no exception to the rule. Her domestic policy may be accountable for a great deal, but external affairs have played by no means an unimportant part. Dependent as we are upon foreign capital to finance our developments we have been keenly sensitive to conditions affecting the money market of the world; the war in the Balkans, the Ulster situation and the war in Mexico. The cumulative effect of such conditions upon our borrowing power has necessarily been pronounced, and this of itself would have been sufficient to cause us to experience a decided check. But it is a mistake to suppose that the depression we are suffering from is peculiar to Canada or even to North America. Were that the case, Canadian securities would be in disfavor in London and other countries would be enjoying the patronage that has been cut off from us. The best information all goes to show that this is not so, that the depression is more or less world-wide, and that every nation is feeling the pinch of hard times. Financial firms in London that have specialized in Canada have on their hands, it is true, some undigested securities, but the same is almost equally true of firms that have specialized in Mexican, or South American, or South Africans, or Far Eastern securities.

"Canada's credit in London is, I believe, better than the average, but, like the others, shee need not look for relief until it is available for all.

"In my opinion, there is nothing which will do more to increase the credit of this country in Great Britain than to let those people know from whom we borrowed money; that our intention now is to devote our energies to placing upon a firm basis the many undertakings in which money has already been invested, and which now require careful management for their development.

"In this connection I am prompted to remark that the prosperity we have enjoyed of recent years has been more or less artificial. To a great extent it has rested upon a solid basis of profitable production, but to some extent it has not. Large sums of money have been spent rapidly, the chief object being, seemingly, to get things done, no matter what the cost might be, and without due regard to economy, or to the overhead burdens which the increased cost placed upon the industry. Manufacturers during the past three years have had more business than they could attend to profitably. We find ourselves handicapped for the time being by habits we have learned, and by methods we have become accustomed to, which will have to be abandoned. Irrespective of tariffs, taxes and freight rates, business kept forging ahead. We set for ourselves and for our work-people a standard of expensive living second to none in the world. In these and other ways our costs have become inflated as compared with the costs of competitors in other countries, with the result that our tariff no longer protects us to the same extent that it used to. I do not cite these conditions as an argument for higher protection, but rather as pointing to the necessity for more economical methods of production and development.

"Despite the constant criticisms of our tariff by those who would cut it down or remove it altogether, the fact remains that the advance we have made and the growth we have experienced as a nation have practically all come about under protection. It is also an indisputable fact that our economic develop-

ment has not kept pace with our development in other directions. We have settled our homesteads with speed, but perhaps with too little care; we have extended our means of communication far beyond our present requirement and in institutions for our better government, Federally, Provincially and municipally. By one means and another we have kept adding to our overhead expense without making sure the while that there was a larger output to justify it. The problem now before us is to make over-investments pay, to force ourselves to produce in corresponding quantities.

"To lower the tariff at such a juncture would be suicide, for its effect could only be to discourage us from doing the very thing we ought to be encouraged to do. One of the industries which the tariff of this country should have caused to flourish is the stock-raising industry. But to-day vast areas in the west are given over to the production of wheat alone, in which there is admittedly little profit, while stock-raising is apparently neglected.

"The trouble with our tariff is that it is not practical enough. When it fails to yield the desired result, as in this instance, it should be supplemented by some means that will afford practical assistance in getting things started in the right direction. It is wrong to argue because of agricultural conditions in the West, that our protective policy has failed. It is not the policy that has failed, but rather the farmer in omitting to take full advantage of the opportunities it affords him. If financial difficulties stand in the way of his doing so, let us try to devise some means of helping him. If custom and prejudice stand in the way, then let us insist on a certain amount of stock-raising as a part of the qualifications for every homesteader.

"The only comment I feel prompted to offer on workmen's compensation is by way of criticizing a popular misapprehension. Our organization is not opposed to the principle of compensation. We did oppose certain features of the Ontario act, some for the reason that we believed them unjust, others for the reason that we regarded them as impracticable of operation. Let me add now, however, my personal hope that when experience has shown what is best in compensation legislation we will be able to embody it in a Federal law, so that every workman in every part of Canada will enjoy that protection that is no more than his due.

"You may be asked at a later stage of this convention, to take some stand upon the question of the control of inland water freight rates. The recent appropriation of water rates to rail rates would not of itself seem sufficient to justify intervention by legislation.

"On the other hand, vast sums of public money are expending each year in improving and extending and maintaining our inland water systems, and those who pay the bills have perhaps a right to fix the maximum tolls that may be charged. It is important, however, not to overlook the effect which such regulation might have on the routing of business, and the encouragement it might give towards the diversion of traffic from Canadian to United States ports. For the present the lack of control is giving rise to no really serious hardship, and under the circumstances I feel it would be unwise to force the issue, pending such experiments as the United States may seem to make in that direction."

One of the features of the Wednesday afternoon meeting was the address of Chas. A. Dunning, general manager of the Saskatchewan Co-operative Elevator Co.

Mr. Dunning described the flow of farmers from the land to the cities, and blamed it on the increased cost of production, which had gone up twelve per cent. since 1909, and the increase in transportation rates, which had jumped fourteen per cent. since 1909.

He showed how the Western farmer is geographically worse off in regard to his markets than any other farmer in the world, the Argentine farmer being near the Amazon, the Australian near the sea, while Russian farmers and agriculturists of the United States were near rivers, and had an enormous consuming population right at their doors. The Western farmer had thousands of miles of rail and water transportation to reckon with, and the truth was that he was to-day selling his wheat for perilously close to what it cost to produce.

Mr. Dunning answered the demand of the manufacturers and Easterners as to why Westerners did not try mixed farming, by pointing out that many sections of prairie wheat land were totally unsuited because there was no water, though diversified farming was being encouraged. He said because wheat was more staple in price, it would for a long time be produced exclusively by many farmers. While developing his argument in this connection Mr. Dunning showed how heavily many farmers were pressed down by debts to implement-makers, and held that many homesteaders had paid toll to them from the first day they started farming. He said that 100,000 farmers in Saskatchewan owed $35,000,000 for machinery alone, and denounced indiscriminate credit as a danger to be guarded against, and urged his audience to discourage it.

Majority Free Traders.

Discussing tariff matters, Mr. Dunning said the association could assist the Western farmer by bearing in mind when making representations to the Dominion Government for an increase in duties the economic position of the farmer. The Western farmers were overwhelming free traders, and this had been brought about because they are the people who bear the burden of tariffs without receiving any benefit from them. Newcomers to the West were speedily imbued with the free trade ideas of those around them, and they could rest assured that if the protectionists of Eastern Canada put on the screws too hard during their time of power there would be a great change eventually, due to the increased voting power of the West.

No one regretted the division of feeling between Eastern and Western Canada more than he. On eachside of the great barren stretch north of Lake Superior two classes were developing, causing a division which may place the future development of the Dominion in jeopardy. They of the West were as loyal to their country and Empire as Easterners, and if all were to remain united in spirit they must make strenuous efforts to understand each other's ideals and each other's point of view. In short, they must compromise.

During the discussion on the Executive Committee's report, R. Fairbairn, Toronto, referred to the question of undesirable immigrants, and said he was afraid from his experience in the public schools at Toronto that many more mentally deficient entered Canada than was realized.

W. G. Edmonds deprecated the buying of imported furniture by the Government and railway companies, and the chairman assured him that this point should receive notice.

CLEVER SALES PLAN.

A very clever scheme to push the sale of sporting goods is being pushed by a progressive westerner. He offers a complete set of whatever things are required for the particular game in hand to the local team that wins the greatest number of games during the season. Incidentally, he and his clerks are taking an active part in the organization of new teams and falling heir to their trade without having to solicit it. The mere fact of their enthusiastic support makes their store the natural place for the others to go to for their supplies.

The idea has particularly appealed to the boys. The idea of getting a good bat, ball, mask and two varieties of gloves as the reward of enjoying themselves all summer long appeals to them as too good to be true.

For the fisherman, this dealer holds out the lure of a good outfit to the one who catches the largest trout during the present season.

Auto Accessories in the Hardware Store

Business Working Into the Hands of Hardware Merchants

THOSE who have been following the trend of the trade in connection with the retailing of auto accessories cannot help but notice the tendency on the part of retail hardwaremen to cater to the auto owner. The line of auto accessories is one that fits in nicely along with the other lines usually found in the hardware store. In every hardware store may be found many lines of goods which may be properly termed auto accessories. Add to these lines a few of the standardized specialties which may be secured, and the average retailer is in a position to go after the patronage of the auto owners. A manufacturer of auto supplies recently expressed his views on the subject as follows:—

"Anyone who makes a study of the retailing of automobile accessories cannot fail to see that the business is gradually working into the hands of the hardware dealers, and there can be little doubt that within the next few years hardware dealers will be doing a very large proportion of this business just as they are now doing a large share of the business on bicycles and bicycles accessories.

Better Merchants.

"Hardware dealers are getting this business away from the automobile dealers and repairers chiefly because they are, as a rule, better merchants than automobile men. They make it their business to keep in stock the salable goods and to advertise and display them so as to attract customers; whereas, a great many automobile dealers and repairers do not keep a stock of the supplies they might sell, and even when they do keep them, they do not use ordinary merchandising methods to dispose of them.

"Another particular in which the hardware dealer has the advantage over the automobile man is that he has generally been established in business for a long time, has a good credit standing and is well known in his community as a man that can be depended on to sell reliable goods and to stand back of them; whereas, the automobile man is often new in business and not widely known in his community.

Selection of Stock.

"The hardware dealer, who will secure the catalogues of half a dozen or more of the leading automobile supply houses, will notice what goods are handled by all or most of them, can decide what articles he ought to handle and, if he bears in mind the class of cars that is mostly used in his community, he should be able with comparatively small investment to keep on hand a stock that would be all salable goods and on which he could make a nice profit. In a community where most of the cars are small he will, of course, need to keep in stock only the small sizes of tires, tire protectors and other tire accessories. In other communities, where there are a great many large cars, he may find it advisable to carry a small stock of the larger sizes; but on account of the rapid increase in the number of small machines and the gradual elimination of the very large machines which is now going on, it would probably not be advisable for most dealers to handle large tires or tire accessories, excepting in cases where they can get them to order for customers.

The Time is Ripe.

"It is safe to say that the time has now come when the all live hardware dealers must seriously consider putting in automobile accessories if they have not done so. On account of automobiles now being sold fully equipped, it is not necessary to carry such a large number of accessories as formerly. An investment of even a few hundred dollars will give the dealer a stock sufficiently large to supply the trade of the average small town."

The auto accessory line is of such a vast and growing importance to the retail hardware trade that Hardware and Metal will from now on conduct an auto-accessories department and will endeavor to place before the Canadian hardware trade all available informtion which will assist the hardwareman in securing a large share of business from auto owners.

GUELPH CLERKS BRANCHING OUT.

Guelph, Ont., June 10.—(Special).—When the Retail Clerks' and Salesmen's Association of this city organized more than a year ago, it was only with the hope of securing annually a weekly half holiday during the summer months. But a banquet last week—the first held by the association—marked a new era in the work of this body. It is now branching out along educational lines and is destined to become a highly successful organization from this standpoint.

Among the items on the programme were several solos and musical numbers by members of the association. This is an organization which recognizes both sexes on an equality basis and although the president, Mr. Tovell, and the secretary, C. W. P. Curzon, belong to the so-called "sterner" sex yet the ladies are interested workers and graced the dinner by their presence.

A talk was given by B. T. Huston, Toronto (Canadian Grocer staff), on the methods of selling goods which would class a clerk in the ranks of salesmen, and on eliminating the unnecessary work in the store so the business may run along on the most efficient lines. He spoke, not from the standpoint of a man behind the counter, but as one whose duties naturally cause him to be interested in salesmanship and efficiency and as one who had observed these things practiced by good merchants whom he had interviewed and merchants from whom he purchased goods. Each point was illustrated by an actual experience that had come under his observation.

Knowledge of the goods, knowledge of the customer, courtesy, satisfactory service, and aggressiveness, he pointed out, were all essential to the good salesman.

"But the degree of success of any salesman," he added, "must be based upon the amount of goods he sells over and above the actual demands of the customer whom he serves, providing, those goods are sold at profitable prices. Almost anyone can sell a customer an article for which she makes a special trip to the store but it requires the work of a salesman to sell her other goods to her entire satisfaction."

A window trimmer, a show card artist and an ad-writer who can CREATE demand by his work must also be included in the ranks of the salesmen.

Manner of approaching a customer who has just come into the store and of methods endeavoring to make an extra sale when the customer had secured what he came for, were referred to. In regard to the latter, Mr. Huston referred to the kind of answer that usually followed the negative question. "If a customer were asked the question 'nothing else?' 'You wouldn't want a ———, to-day, would you,' etc., the natural answer was 'No.' 'Anything else,' is better than 'nothing else,' but it is not altogether conducive to a favorable answer. Better offer a definite suggestion about why some particular line should be bought—then the customer has something tangible to consider."

"Efficiency," he said, "was nothing more than doing the right thing at the right time. To do this one must know what to do and then how to take the shortest and least expensive route to accomplish the act." Cases were cited where this principle had cut down costs

(Continued on page 57.)

HARDWARE AND METAL

VOL. XXVI. No. 24 Toronto, Canada, June 13, 1914 Two Dollars per Year

Hardware and Metal Electro Service

ELSEWHERE in this issue an announcement is made of a new editorial service which has been instituted for the benefit of Canadian hardwaremen. For several years past Hardware and Metal has noticed an increasing interest among our readers in the articles we have been running, dealing with the question of retail hardware advertising. On many occasions hardwaremen have complained about being unable to secure, at a reasonable cost, small electros of staple hardware lines suitable for use in preparing advertisements for newspapers, catalogues or circulars. Practically all hardwaremen who have had experience in retail advertising agree that hardware advertisements should be illustrated. An advertisement without an illustration will often pass unnoticed. The lines offered by hardwaremen are so different to most other lines that when illustrated, they immediately attract attention. Many merchants state that the electros supplied in the past have as a general rule been very large and take up too much space in the newspaper. While it is generally admitted that one large electro will certainly attract more attention to the particular line featured, there are hardwaremen who feel that in the space occupied by one large electro they could show to advantage several lines of seasonable goods, providing suitable electros could be obtained. A few Canadian hardware firms have adopted the small electro style of advertising and in future issues of Hardware and Metal the advertising experiences of these men will be given. On the two pages elsewhere in the issue are shown eighty-one electros of various staple lines. These electros are being offered to readers of this paper at fifteen cents each. From time to time Hardware and Metal will publish advertising suggestions in which these electros will be used. Advertising is a great energizing force which is playing an important part in the business of to-day, and it is the intention of the editorial department of this paper to render an advertising service to our readers, and to assist them in their advertising problems to an extent not attempted by any other trade paper published in this country.

The Art of Successful Buying

COMMERCIAL reports give as the chief cause of business failures, the lack of capital that hampers the merchandising of the average small merchant. If laid upon the operating table and properly dissected, this simple statement might be found to be replete with startling facts.

It is simply another way of saying that the capital, such as it is, large or small, is not properly laid out so as to accomplish the maximum purchasing results at the minimum expenditure. The merchant must cut according to his cloth. If his capital be small, whether it be that of his initial venture in trade or the capital of next month's business, his outlay of any one line must necessarily be made accordingly. He must have at least a fair representation of all good lines on his shelves—and last, but not least, a quick turn-over.

The latter is the milk in his cocoanut. No hap-hazard buying of merely attractive articles can be depended upon to accomplish this result. The buyer must know, as the result of scientific study, the absorbent ability of his trade. It may be a case of deciding whether the local farmer's wives are ripe for a campaign of wringers or, on the other hand, whether a high-class city trade have become sufficiently educated, to warrant the purchase by his store of a supply of electric stoves and appliances. Can they soak these articles up as a dry sponge soaks up water; or, must the new stock be thrown at them, to splash off as water does off glass?

With a certain demand in view, the wise buyer discounts misfortune, and incidentally enables himself to discount his orders and get one hundred per cent. efficiency out of his shelves, instead of the shop-worn depreciation of mouldy goods. The mere desire to be a good buyer cannot create the necessary talent off hand. It is of no avail to study the jobber's samples unless, before leaving home, the crop conditions have been analyzed, both through the medium of local opinion and government reports. Is the community prosperous? Is it in the financial condition in which it can afford to purchase conveniences; or is it buying only the most necessary of articles?

Business success depends upon many conditions, any one of which may be said to be vital. But of them all, none is more essential to success than the initial proceeding, the foundation of the business structure, the art of successful buying.

The Business Situation

NO new conditions in the business situation developed during the past week. The retail trade have found business fairly satisfactory and there is a very good demand for all summer lines. Paint manufacturers report that the demand for paint continues very brisk. The metal markets are still very quiet and orders are of a hand-to-mouth character Owing to the fact that orders are scarce, considerable price shading has taken place. Hardware jobbers report that conditions, while they might be better, are fairly satisfactory and that collections are showing improvement.

Stove manufacturers are finding a ready sale for summer stoves. Some manufacturers complain about a shortage of orders. Trade at present is governed largely by consumptive demand and weather conditions. Crop reports from the prairie provinces continue to be exceedingly cheerful. The increase in acreage in each of the three provinces of the middle West is stated to be very substantial.

Probably the good crop outlook and the better prospects for the farmer are the cause of a much better tone to business from the head of the Great Lakes to the Coast. It is quite true that at practically all large urban centers in the West there is considerable unemployment. This condition will no doubt obtain until the adjustment following the abnormal urban development and the period of abnormal railway construction is completed. This unemployment, however, is not altogether an unmixed evil For some years labor generally has been in a position to select for itself the most congenial kind of employment. Now it would appear that labor generally will have to accept such work as is obtainable, a change in conditions that will redound to the advantage of the entire country. Necessary work is not always the most congenial. The entire Dominion needs more than anything else an abundant supply of labor for the cultivation of the soil, and the present seems an opportune time for special efforts towards directing surplus labor to this form of activity.

Western Wheat Outlook

THE wheat situation is beginning to take shape where it is a direct influence on business conditions in general, and from Western Canada the reports are that the outlook has never been better, although as the result of a late spring the growth is none too far advanced, and any continued drought would soon have effect. However, the rains of the past week have minimized this danger to a great degree and the only serious harm is likely to be caused by hail storms. Summing up the situation as at present, one authority makes the general prediction that, granted normal conditions throughout the rest of the growing season, the West should have the best crop of its agricultural history. The Government reports show the Spring wheat in Alberta to have come through the winter very favorably, with a loss of only 15 per cent., as compared with 43 per cent. winter-killed last winter. In Ontario the loss by winter-kill was 19 per cent., as compared with 18 per cent. a year ago.

Estimates of the Western crop in the rough are beginning to make their appearance amongst the grain brokers and the figures are now placed at 200,000,000 bushels. The latest Government report of the American crop is also bearish, and the figures indicate a yield of 900,000,000 bushels.

The flour situation continues quiet and although some small orders for export have been placed, the bids have been out of line; however, late declines in the market may help somewhat. Ontario millers find the situation rather dull with winter wheat prices keeping the market stiff and the maintenance of prices for mill feeds is helping out financially.

Scanning Advertising Mediums

THE movement in Canada and the United States to eliminate misleading statements in advertising has now reached a logical development in the formation of a society to investigate the claims of circulation of various advertising mediums If the public, heretofore, have been at the mercy of unscrupulous claims on the part of some retailers, and the latter have been misled by some jobbers; both alike have been preyed upon by a certain percentage of advertising solicitors whose claims were "marked up" without coming under the usual retail process of a subsequent marking down." This, as in the case of the honest advertiser, was unfair treatment for the honest solicitor of the advertising medium. Hence the formation of The Advertising Audit Association, an organization of advertisers, publishers and advertising agencies to wipe out the circulation "liar." The Association, which already includes several Canadian members will conduct systematic examinations of the books of advertising mediums, certify to their worth, and transmit the information to the members. Points considered will be quantity, quality and distribution, the three cardinal divisions of advertising worth. A fund of over $100,000 has been pledged for the expenses of the investigations, which promise to develop into a national campaign.

Editorial Briefs

SUMMER WEATHER MEANS good business for the aggressive merchant.

* * *

THE TIME IS HERE TO sell screen doors, refrigerators and summer goods. Don't wait until it is too late to dispose of them.

THE FINAL TEST OF persons and things is usefulness. The method that does not serve a purpose should be relegated to the ash-heap.

* * *

NOTHING WORTH WHILE is ever accomplished by those who wait for certainties.

Self-Propelled Vehicles for Commercial Purposes

Toronto Hardware Firm Using Ten Machines Gives Information Regarding the Comparative Cost of Conducting Horse-Drawn and Motor-Propelled Service—The Results of Motor Service.

Written for Hardware & Metal by Chas. E. Screaton, Sales Mgr., H. S. Howland, Sons & Co., Toronto.

IT is now five years since H. S. Howland Sons & Co. inaugurated their travelers' auto service and motor truck delivery. The decision to do so was not reached in a single night, but was the result of a close and impartial study of the conditions governing the apparent necessity for the change. I believe, and, in fact, am so informed by the automobile company, that we were the first house in Toronto to use self-propelled vehicles for commercial purposes on a large scale.

The causes leading to the decision referred to may be briefly summed up as follows:—

Firstly, it was felt that such a change would enable us to give an improved service to our customers, a reason all suffieient in itself. Secondly, it was proven by a series of well checked charts that the use of autos would show a greater proportionate return on the investment and current expenditure than under the old system.

The results have amply proven the premises.

Our present stock of cars has grown up from a small beginning, for we made haste slowly, and so began in a more or less tentative manner. The first purchase was that of a Ford runabout for the use of a city traveler. The experiment justified itself, so that the following year saw two more cars of the same variety added to our equipment for the use of city travelers and one motor truck for city delivery. Since then five more Ford runabouts, one Packard and one White truck have been put into service. The latest purchase occurred just a few weeks ago.

Having disposed of the old truck, we have at the present time eight cars and two trucks in actual operation. The two latter are used in the city. Of the cars, four are in use here, one at each of two other Ontario points, and two more in the country adjacent to Toronto.

The advantages derived from the change are self-evident to one who has followed the operation of both plans.

Under the old plan a city traveler's time was spent largely on slow street cars and in long and tiresome walks. Under the new, he can get into his car and go at a good rate of speed directly to the door of his customer, thus enabling him to meet the latter in a more pleasant frame of mind, and incidentally enabling him to make a larger number of calls per day. In this case, of course, the expense of operation of the car exceeds the small amount the traveler would have required for street car traveling, etc. These cars are stored at separate garages, so as to be convenient to the homes of the respective travelers.

It is in the use of the two country cars, and of those two used in and out of two of the smaller cities, that the actual saving from week to week is most noticeable. The gain in amount of ground covered and number of customers called on, is equally true of both city and country. As against a horse's average speed of eight miles an hour, we find that our cars easily make eighteen. The cost of gasoline and normal upkeep on the road averages six dollars a week less than that of railroad and livery fares. These figures allow for the usual hotel garage charge of fifty cents a night for car storage. The minimum daily run averages about fifty miles, the maximum about one hundred. In the course of a five-day week a traveler will usually cover two hundred and fifty miles at least. The amounts vary with the population and road conditions of the districts that are worked. One of the traveling staff works a country that boasts of so few railroad connections that under the old plan the cost of working it would have been almost prohibitive. It is in such a district as this that we are barred from during the winter months, so that the country cars are in operation only from about the middle of April to that of November. The city cars, of course, operate during the whole year.

When repairs are necessary, the car is turned over to the nearest Ford agent for same.

In the case of the trucks, it is not so much a case of the increased mileage, which, by the way, is considerable, as the gain in ton miles. To secure results, the trucks must have a full load on. It would be suicidal to allow them to burn up fuel on long trips with light loads to small stores on the outskirts of the city.

The trucks are of the one and a half and two ton sizes, and we usually give them a load of four thousand pounds. They are inspected monthly by the manufacturers' agents, as they naturally require more care than a runabout. Care



Auto Trucks and Cars used by H. S. Howland Sons & Co.

is taken that there is no duplication of routes and each truck works the same district daily. By a careful working out of their itinerary beforehand, we are able to furnish an excellent service in this respect

For the accommodation of customers we handle a number of "enclosures," going and coming, small lots of hardware that must be delivered by us to a jobber in another line, in order that the saving of the lower freight rate of the larger shipment may be gained for our customer. Or we may have to call for "enclosures" at some other jobber's for shipment with our goods; also there are certain roads in Toronto and its vicinity that are not suitable for the use of autos. It is for work of this nature that we have retained a few horses.

I believe that one of the greatest benefits derived from our increased number of calls and deliveries is of a more or less intangible order, namely, that elusive thing that is called goodwill. The customer appreciates these extra calls. They indicate that we value his patronage. There can be little doubt that this fact can be applied to the advantage of the retailer himself in his dealings with his customers. In the larger centers, at least, there can be no doubt that the retailer can use motor trucks for his own deliveries to the mutual advantage of himself and his customer.

With reference to the combined runabout and truck service, it is safe to say that actual running expenses are just about half of what they used to be. But this statement does not include the extraordinary costs and losses that are peculiar to motor vehicles. Our tires usually stand from six thousand to eight thousand miles of travel. The cost of replacing one runs from eighteen to twenty dollars. Other parts require replacing at times, and there is also insurance to be added to the list. The first year's depreciation amounts to 25 per cent. of the value of the car and that of succeeding years twenty per cent. The total of these extraordinary costs and losses offset the gain made in saving of running expenses proper, so that at the end of the year the cost of upkeep is slightly in excess of that of the old method. Possibly, if horse breeders and wagon manufacturers had compiled the statistics on their goods that automobile manufacturers have on theirs, we should find that the items of depreciation, etc., entered more largely into the eventual value and life of horses and wagons than we suppose, in which case our figures would have to be revised more completely in the automobile's favor.

However, although the end of the year shows that, after allowing for depreciation, our present costs are higher than formerly, it also shows greater returns in mileage and number of calls made and in business done, so that the result is all in favor of motors.

We feel that the results shown have amply justified our desire to keep in the forefront of progress, in order that we might better furnish the improved service that modern business demands and must have, and thus take our reward in the knowledge of an increased efficiency and a larger number of satisfied customers.

Letters to the Editor

Editor,
Hardware and Metal,
Toronto, Can.

Dear Sir,—

I am writing on a subject which I think should receive the earnest consideration of every Canadian hardwareman. It might be briefly put in two ways. First—"Why is there a depression in business in Canada?" The answer is just as brief—"because Canadian people buy American made goods.

Second—What can be done to make business better in Canada—and just as briefly they answer it. If the merchants will buy Canadian goods —Canadian factories will be busy.

The writer was in an Ontario city not long ago. There was a large hardware store there situated near a factory district. The owner of the hardware store said business was very bad—in fact that he could almost afford to close up because all their business was done with the factory employees and the factory employees were not working.

This same man had a large stock and this was composed of fully 75% United States goods. The thought struck me that if this man had sense enough to buy Canadian-made goods then the workmen would be employed in Canadian factories and it was forcibly brought home to me the necessity of keeping Canadian labor employed.

On certain lines of Metal Goods the Duty has been taken off going into the United States so that they may now be entered free and I know of a Company who tried to do an export business within the last three months and were advised by the buyers in the United States that they would purchase American Goods even at a considerable advance for the reason that their own work shops had to be employed—this is real loyalty.

There is no question about it at all —that if jobbers and Retail Stores purchased Canadian Goods at equal value and they can be had at equal value both in cash and quality, in almost every line—then the industries in this country would be busy instead of at the present time fully fifty per cent. of all the industrial classes of the country going idle.

It is a well-known fact, of course, that any line of product made in the United States may be dumped in the Canadian market regardless of Customs' Laws—sales or regulations and at a price 25% to 50% below the regular market price in the United States. This has been going on for years and has not been improved at all under the present administration.

Briefly, there seems to be only one solution and that is for the people who are going idle now to take to heart the lesson when they purchase in future, to demand that the Goods be "Canadian" made.

MANUFACTURER.



HALF HOLIDAY LISTS.

Hardware and Metal has had a number of reprints made up giving a list of towns in which half holidays are being observed. Manufacturers or travelers desiring additional lists can secure same free of charge by sending a request to

Since last week the following additional announcements of half holidays have been received:

BARRIE.—Wednesday afternoon during July and August.

BRANTFORD.—Grocers and butchers close Wednesday afternoon, June, July and August.

MARLBANK.—Wednesday afternoon, June, July and August.

NEWBURGH. — Wednesday afternoon during July and August.

PRESTON.—Some stores close Thursday afternoon.

WELLINGTON. — Thursday afternoon during June, July and August.

HIGHGATE, ONT.—Close Wednesday afternoons during July and August.

MARKHAM, ONT.—Close Wednesday afternoons during June, July and August.

CAMPBELLFORD.—Close Thursday afternoon during June July and August.

TRENTON.—Close Wednesday afternoon during June July and August.

BRIGHTON.—Close Wednesday afternoon during June, July and August.

COLBORNE.—Close Wednesday afternoon during June, July and August.

NAPANEE.—Not yet decided; possibly Thursday afternoon during June, July and August.



Powasson, Ont.—The hardware store of Jas. Arthurs has been destroyed by fire.

Paying More Than Wages *

Profit Sharing as an Incentive to Co-operative Effort in Selling—Which is the Most Effective Basis for Computing Profit-Sharing?—Data Gathered From 136 Merchants.

By George L. Louis.

THE final action in selling — the contact between clerk and customer—involves the most troublesome problem in retail merchandising. All the knowledge and skill, money and energy which have gone into the assembling and arrangement of stocks, into window display, advertising and the countless details of store service count for nothing unless the salesperson sums these up and expresses them in courteous, intelligent and interested service to the potential buyer.

How to make sure of that interest and applied intelligence — how to get the clerk to look at each customer and try to treat each customer as the proprietor himself would, is the crowning task in retailing. One way of solving it—according to the judgment and experience of hundreds of successful merchants—is profit-sharing. It is the purpose of this article to consider some of these successful experiments and to determine whether or not profit-sharing actually secures the co-operation and personal initiative among sales-folk which every storekeeper is seeking but which few attain.

I have just finished gathering data from one hundred and thirty-six merchants who have been practicing profit-sharing with their employees for periods varying from six months to five years. Inasmuch as every state is represented by these merchants, and as the small town, as well as the large city, and also the small, average sized and large stores are included, the result from the experiences of these one hundred and thirty-six stores can be accepted as fairly authentic.

Although quite a few of these stores have found that their particular methods of pursuing this plan have not brought the results anticipated, they are unanimous in cataloging it as the only feasible, practical means of linking a sales-force strongly with a store.

My almost daily contact by correspondence with merchants in nearly every state, and my frequent visits of investigation to retailers for manufacturer clients, have enabled me closely to follow and analyze the rotation of conditions that lead up to and climax buying action. All preluding sales incentives terminate in and are dependent upon the clerk behind the counter. Every means that has been utilized to arouse interest, to awaken desire, to impel action, be it advertising, window display, store environment, or any of the many other factors, are all for one purpose—to bring the customer face to face with the clerk. But if that clerk is not in hearty accord with the store and its interests, if that clerk is indifferent to the store's success, what is the probable result? Approximately forty yer cent. of possible sales are lost and at least fifteen per cent. of the sales that are culminated never have a "comeback;" that is, the customer is not so impressed or gratified by the treatment and service received that he or she goes back to the store to buy a second time or a whole series of second times.

When you consider what is done to smooth an uninterrupted path to the doors of a retail store, what thought, time, money are concentrated upon this one object, you realize how vitally important is the last act—the clerk's part —in the sequence of events that end with the exchange of money for goods. Given an indifferent, careless clerk, and all the preluding work that has incited the possible customer to go to a store in a buying state of mind, however effective this preliminary work may have been, will most likely be of no avail. The intimate contact between buyer and seller supersedes all foregoing influences and determines final action.

I have watched a great number of merchants attempt in a variety of ways to overcome the indifference of salespeople and win their friendly interest. I know of at least one store where each clerk was set to watch his fellow-clerks and was given rewards for reporting omissions of commissions that violated store rules. I have seen at other stores a most rigid code of regulations with heavy penalties exacted for any infringement thereupon; again, I have been in retail establishments where bribery, promises and flattery in all conceivable forms have been employed to gain the clerk's good will. Temporary success has rewarded some of these efforts. But nothing of a permanent, healthy nature has ever resulted from such attempts. The constant, heart-warmed interest of the clerk in the efficiency of the store's activities has never, to my knowledge, been gained by means which did not frankly take into account personal ambition and personal desire for gain.

Profit-sharing as an Incentive to Co-operative Effort in Selling.

Profit-sharing with employees not only seems to have solved this problem, but has been found to be triple-actioned in its accomplishments. In addition to its primary purpose and success in affiliating employees with a store, profit-sharing has been demonstrated to be a very influential advertising factor and of equal merit in inducing patronage. The right plan of sharing profits with employees removes the purely selfish interest of the employees in their individual sales and promotes a sincere concern on the part of each clerk for the prosperity of every department of the store.

Giving a bonus to a clerk for individual sales does not identify the clerk with the best interests of the establishment. He is then working for himself without regard for the profit or advancement of the store as a whole. True, if he is thus induced to work zealously for himself, he must of necessity work earnestly for the store; but he is very likely to do more ultimate harm for the store than good. This has been proven to be particularly true where a bonus has been given for selling "P. M.'s" stock that is old or hard to dispose of for one reason or another. The persuasive clerk does not find much difficulty in selling such goods; but the after-effect of a dissatisfied customer is always to the store's detriment. This was the first profit-sharing form that was introduced into retail selling. The attempts to develop this bonus-giving idea into a fixed profit-sharing plan have not been successful, as far as I can learn.

SALES *increases and less waste in sales energy follow when clerks say "we" instead of "it" and "they"*



*Reprinted from "System," the Magazine of Business.

ONE merchant figures that forty per cent of possible sales are lost and fifteen per cent of actual sales never have a "comeback"



Which is the Most Effective Basis for Computing Profit-sharing?

The one hundred and thirty-six merchants upon whose experience with the profit-sharing system this discussion is based, can be divided into three classes—those who share profits based on individual sales, on departmental sales and on the general sales of the entire store. Only eleven of the one hundred and thirty-six are using the first method at the present time; forty-one are applying the second method and eighty-four the last. Thirty per cent. of the eighty-four, who are practicing the last plan of profit-sharing, at one time used one or the other of the first and second methods.

Of the eleven merchants using the bonus-for-individual sales idea, the experience of a dry goods merchant in a Pennsylvania town is typical. It was in use in this store for nearly two years but has now been abandoned. Although it induced an active, aggressive interest in the clerks, it tended to separate them and their departments instead of forming a closer organization of the whole store.

"My clerks had never worked with me as I wanted them to, and as they should," the proprietor of this store told me in relating his experiences with this profit-sharing plan. "They timed themselves so they would get to work at the very last moment and they would rush out immediately when the closing gong was sounded. Instead of arranging their stocks to the best advantage and working together to keep their departments trim and inviting, they idled their time away. So I instituted a profit-sharing plan to counteract this indifferent and wasteful attitude of my clerks.

Drawbacks Attendant on Paying Dividends on Total of Individual Sales.

"The method I adopted failed to work out satisfactorily, though the basis idea is sound, and I am satisfied that some profit-sharing system will be hit upon sooner or later which will do the work. The plan I had used was to pay a percentage dividend on each clerk's individual sales. It got them hustling fast and earnestly, but in their anxiety for personal sales, from which they would get dividends, they used every means and all sorts of tricks to cut out the other fellow. They would hold customers as long as they could, try to sell them only the highest priced goods and would refuse to do anything for any other department, help dress windows or leave their sections for any other reason. You see they didn't want to lose a single sale. Well, it got so bad that I had to drop it altogether. Every clerk in my store was finally working against and fighting every other clerk. Disputes and quarrels were daily occurrences. But I am going to work out some plan of profit-sharing yet that will get them together on a basis of help and co-operation in making sales."

I found the same weakness in profit-sharing based on sales in departments. This method separates departments as the other plan separates the clerks. In the store of average size, where the clerks sell at several different counters department dividends are not feasible at all. In the forty-one reports which I have of the stores that share profits by department sales, serious gaps in the selling activities are apparent in each instance. To illustrate: I visited a men's clothing store in a southern Illinois town where this plan was in operation. I noticed one clerk who took his customer from the neckwear counter to the hat section, then to the clothing department. A sale was made at each place. The scowls of resentment that were very visible on the faces of the other clerks as they stood idly by while the customer was being led about by the fortunate clerk, showed plainly how they felt; and the determined manner in which one was seized when entering the store, surely did not have a pleasant or reassuring effect upon the customer.

Another serious effect of this system, I found, was that the departments containing the highest priced goods were enthusiastically boomed by the clerks, while other departments which had the lower priced merchandise were practically ignored. The manager of this store had not yet become aware of how his profit-sharing plan was disturbing internal conditions. In answer to a question, he said he was well satisfied with the results; but I doubt if he can operate this method very long and retain his clerks, or build up a well-balanced, steady trade. In every instance where there was competition of this sort between clerks or departments, I noted the same lack of organization purpose and a division of interests, which reacted on the sales-force to the detriment of the store.

How to Promote the "Get-together" Spirit in Increasing Store Sales.

The eighty-four retail stores practicing the plan of profit-sharing according to length or service or amount of salary of each employee, represent on the whole the most successful stores of the entire one hundred and thirty-six. Twenty-four stores of the eighty-four which shared profits on a broad, general basis, apportioned the profits according to the length of time each employee had been with the store. One California merchant told me that during the five years he had been using this method he had not been forced to discharge a single employee, and none had left him of his own volition. Forty-two of the eighty-four allotted the dividend according to the salary each clerk received. The effect of this method of profit-sharing is well illustrated by my own experience in a fair sized department store in an Iowa city.

I went into this store to buy some handkerchiefs. After completing my purchase, the clerk, in a casual, but wholly cordial way called my attention to a display of neckties at the counter opposite. He explained that a new shipment had been received the day before and expressed his conviction that they were the richest quality silks and the most alluring patterns and colors that he had ever seen anywhere. "I'm sure you would enjoy seeing them, even if you do not care to buy a tie to-day," he declared. And before I could make up my mind whether I wanted to see the neckware or not, he had ushered me across the aisle to the department. There he addressed another salesman: "Mr. Thomas," he said, "will you show this gentleman those new four-in-hands that came in this morning?"

Well, I bought a tie and was going to leave when the second clerk asked "Have you seen the new feather-weight velour hats they are wearing this spring? We have them in some very attractive shapes and colors in the hat section." I was about to admit my ignorance and go over to the hat section which he was pointing out to me, when it suddenly came to me that I was being "passed on" in a very pleasant and effective fashion.

Paying Profit-dividends on the Ratio Set By the Clerks' Salaries.

These clerks, I saw, were all working together for the good of the store. I didn't go to the hat department; instead I immediately sought the manager and talked to him. He told me in answer to my interrogations, that this store was sharing its profits with its employees, not on the basis of individual or departmental sales but with the clerks as a whole. This was the plan; one per cent. of the store's total cash sales was given to the clerks and was proportioned according to the salary each received. Every dollar's worth sold throughout the store increased the dividend awarded to each clerk.

Let me quote the manager's own words, as he related the effect of his profit-sharing plan:

"We had the average grade of help. They were making all the money they could with the least amount of work until we began this dividend-paying policy. Now, we've got about sixty-five live, hustling partners who are almost as deeply concerned in this store as I am. Our sales have increased more than a third in eighteen months and the selling costs are considerably lower than before. We owe this all to the fact that we're sharing our profits with our sales force.

Putting a Premium on Sales Made to Cash Customers.

"This is how we do it: The twenty-dollar a week clerk gets twice as much in dividends as the ten-dollar a week clerk. No matter who makes the sale or from what department it is made, they all get their percentage of the sales. Even if the sale should not bring a profit to the store, they get one per cent. on every dollar's worth that is sold. But this dividend is allowed only on cash sales that are made.

"This induces the clerk to give better service to cash customers and not to overdo their service on credit accounts, as they are inclined to do. When a clerk is absent from the store, we deduct his dividend earnings accordingly. This includes his vacations. You ought to see how regular they are in their attendance. They seem to be able to overcome such ordinary indispositions as headaches, toothaches and the like, which formerly kept them from their work one, two, or three days at a time. And the main thing is that we are getting as near to perfect service from our clerks as you could ask.

"But the effect of our profit-sharing plan is not confined to our employees alone," he went on. "It's been worth a good deal to us in the free and influential advertising it has given to the store. When I began it, all the newspapers had long articles about it. In our daily advertising we never forgot to mention that our employees share our profits. The public likes the idea. They are glad to know that the clerk who waits upon them will get some of the money they spend, as well as the other help.

"It has brought our employees so close together, all working for their mutual benefit, and it has brought me and other members of the store so close to our clerks, that we have formed a social organization. We meet once a month at a dinner, have various entertainments and talk shop. The profits we share with our employees has gained for us a good will and whole-souled interest that we were unable to get in any other way. I consider this the very best investment we have ever made. It is paying one hundred per cent."

The quiet, skilful way in which customers are "passed on," as in my own experience, and as I afterward had an opportunity of studying, shows how earnestly and successfully each clerk is working for this merchant. During the entire afternoon which I spent at this store, I did not see half a dozen persons who entered leave without making one or more purchases. And it usually was more than a single purchase in each case.

Bonus Payments When Individual Sales Increase Over Previous Year.

The remaining twenty of the eighty-four stores share profits computed upon the increase in personal sales. In a few instances the bonus or commission amounts to two per cent. of the net increase in sales as compared with the corresponding period of the previous year. Some of these concerns give a profit bonus based upon the yearly or half-yearly increase of sales; others upon a monthly or even weekly increase. It has been clearly shown that the oftener such bonuses are distributed, the more zealously and heartily the clerks respond to the incentive offered by these extra dividends.

One St. Louis store reports a 20 per cent. general yearly increase since the plan of paying a bonus on monthly sales increases has been inaugurated. In one section, in April of this year, the six salesmen earned bonuses amounting to $79.60, which indicated a total increase for the section of $3,980 for a single month. Two of the six received almost half of the total, one man earning $20.38 in addition to his regular salary, the other $19.10. In fact the head of the section was the only man in it who did not capture a bonus. In addition to the money reward, the winning of a monthly bonus, in this store, entitles the salesperson to an extra half holiday.

This is profit-sharing in the narrowest meaning of the word, because it divides with the clerk who makes the sale a respectable slice of the profit accruing from it. The danger in this particular method, as I have already suggested, is that it puts a premium on individual effort without providing any balancing influence to keep the spirit of team-work in the department or section alive. If this compensating influence can be supplied, through the personal influence and enthusiasm of the department head, for instance, the bonus method has the distinct advantage of giving the clerk a direct individual incentive to work harder and furnishing the owner with a definite and certain basis for computing each salesperson's dividend.

This method of gaining the sincere, hearty interest of employees is being practiced by many retail establishments in large cities with equal success. The owner of a large men's clothing and furnishing store in Chicago told me that profit-sharing was the only way that a blood-bond could be created between a store and its employees. He said before his store inaugurated this practice, clerks would be heard to refer to the store as "it" and the organization as "they"; but since the profit-sharing began, they all have made themselves real partners of the concern. Now they think and speak of the store as "ours" and the organization as "we."

I am convinced by the results that I have been shown and have personally observed that profit-sharing is the quickest, the most economical, the surest and most effective method of metamorphosing the indifferent, thoughtless employee to a keenly interested, active co-partner in the business.



BY THE OFFICE BOY.

Recently M. P. Barnes, the Le Pas traveler for the Miller-Morse Hardware Co., Winnipeg, was held up by a burglar in the hotel in which he was staying, at Canora, Sask. The office boy at Winnipeg headquarters was so affected by the story, he sat down and wrote the following lines right off the reel:—

M(urder) P(roof) Barnes.

By Kipling McKaig.

The gunman came down where the drummer was sleeping;
Suspecting no danger, he peacefully lay;
The arms of Orpheus steadily keeping
The plump little figure there snoring away.

The gunman came in and his hoofbeats were silent;
A slight noise he made as he opened the door;
The drummer awoke and his waking was violent,
He landed his man with a whack on the floor.

The pistol went off, and it roused up the city
Of three hundred odd an' the two in the fight,
The gunman cleared off, got away, what a pity!
But left his revolver behind in his flight.

The Winnipeg house should be proud of its drummer,
Who looks at a pistol and is not afraid,
There's just one opinion, that Barnes is a hummer,
An' three parts awake when's he's tucked up in bed.

Proper Handling and Filing of Correspondence

Filing correspondence, if confusion is to be avoided, must be carried on according to a definite plan. The plan here described is designed especially for filing municipal departmental correspondence, yet it is full of suggestion for the inventive mind to meet special contingencies. We invite inquiries from our readers regarding difficulties they have met with in this important department.

THE handling and filing of correspondence in a business organization of any size is more or less a complicated matter; but in an organization having a large number of departments, and where letters have to be passed from one department to another, to so handle the large amount of correspondence received that each letter will receive proper attention, and, when finally answered and ready for filing, will be filed in such a way that it will be immediately obtainable should occasion arise, is indeed a difficult problem.

Such, however, is the work to which S. Edgar Trout, municipal accounting and efficiency engineer, has given a great amount of time and thought. When a young man, Mr. Trout decided to become an expert accountant. To this end he bent all his energies and efforts. Realizing the necessity of keeping in touch with the advanced thought of the world as applying to his special field, he was always ready to investigate and adopt any labor-saving device for the benefit of accountants.

When the City of Philadelphia wanted the services of an expert accountant capable of taking charge of the innumerable details connected with its ever-increasing correspondence, Mr. Trout was among those who took the examination. His previous experience enabled him to carry off the honors and secure the coveted position.

The duties of this position included the scientific handling of business correspondence, and in less than two months, by working day and night, Mr. Trout devised a system which has received a great deal of attention from the officials of Philadelphia and of other cities. A feature of the system is a series of symbols, consisting chiefly of combinations of letters, by means of which correspondence pertaining to any department of the city's business may be found in the files instantly. Fig. 1 shows the diagram arranged by Mr. Trout for the Department of Public Works of Philadelphia, and gives the symbol letters of each of its units together with those of other bureaus and departments. It will be noticed that each "unit" leading from the department contains a symbol letter. If a correspondent writes the department on any subject, the department clerk stamps the letter with a rubber stamp, called "record form," gives it a number to correspond with the business register he keeps and adds the symbol letter of the bureau to which it should go for attention. For instance: a letter regarding street lighting would be stamped "L" and referred to the Lighting Bureau. In answering the letter, the Lighting Bureau sends the original, together with the answer and carbon copy, to the Department of Public Works, which department writes the correspondent, enclosing the answer of the Lighting Bureau. The original letter and the carbon copies of the answer are sent to the file clerk, who files them under the proper alphabetical subdivision in the division having the symbol letter combination "D-L." Where more than one subject is to be considered, the symbol letter of each department to which the letter must be referred is placed on the original letter; for instance: if a question relating to water service is asked in the same letter, the initial "W" would be added, making the symbol combination on the record form "D-L-W." The file clerk would then have each department in turn write out the answer to that part of the letter in which it is concerned. The original letter, together with the answers and carbon copies from each bureau, are referred back to the department and handled as previously described.

Fig. 2. is a diagram which Mr. Trout has arranged and adopted in connection with his new rules to meet the demands of the ever-increasing business of large cities. It will be noticed that the office of the mayor controls the departments of public works, public safety, etc., and that these departments in turn control the various bureaus. With this system of symbol letters standing for different units of organization—each department or bureau—the scheme of filing and locating correspondence is readily understood.

Fig. 3 shows a portion of the diagram for a system installed in the Bureau of Lighting of Philadelphia.

Mr. Trout's rules for filing correspondence are as follows:

1. Mail Register.—A business register is kept of every piece of mail received, its distribution and disposition.

In this way a check is maintained on the attention and promptness of department managers, or whoever attends to answering correspondence. As this register is numbered consecutively, nothing can be overlooked.

2. Department Mail.—Customers frequently write letters which refer to several departments. As this correspondence is received, each department paragraph should be stamped by a rubber stamp with a symbol letter, indicating the department through which it passes from one department to another for attention, and, if not so transferred, the blame can be placed where it belongs. Carbon copies may be made on different colored paper to facilitate departmental reference to correspondence files.

3. Correspondence Filed.—No correspondence should be taken from files except on signed requisitions, so that, if correspondence is not in the folder, the requisition will show its location.

4. Vertical Files are recommended as convenient for all sizes and purposes.

5. Correspondence Dictation. — Much time is saved by designating each letter dictated by number, the stenographer obtaining name and address from letter answered. This plan prevents a multitude of mistakes.

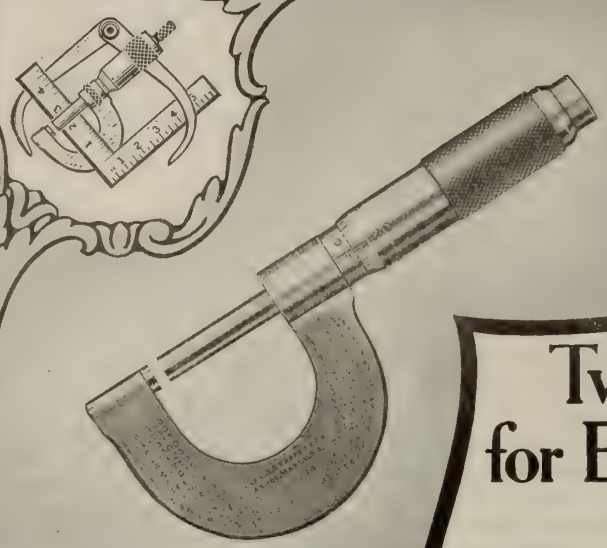
6. Correspondence Improvements. — The correspondence clerk should be trained to use the simplest, as well as the most effective language possible, to acquire a recognizable and pleasant personality, to avoid persiflage in ordinary business communications—paying greatest attention to the most essential points, so as to follow the well-known traditions of the house.

7. Carbon Copies should be made of all answers to letters, the same being attached to the correspondence answered, and both filed away together. Therefore, when reference is made to a letter, the answer is found in one operation.

8. Economy.—Concerns having several departments will do well to provide the mailing clerk with envelopes to those persons with whom the firm are constantly in correspondence, so that at the end of the day the different departments' mail can go in one envelope, thus saving postage.

Mr. Trout is now installing systems in some large manufacturing plants, and is about to start teaching his system of correspondence procedure in one of the colleges of Philadelphia.

Herewith is illustrated a system put in at the office of Keystone Lubricating





Two Important Things for Every Hardware Retailer to Know

Nothing is really important in our business unless it has an immediate or ultimate cash value.

As a hardware retailer **you** are interested in those things which help you make money.

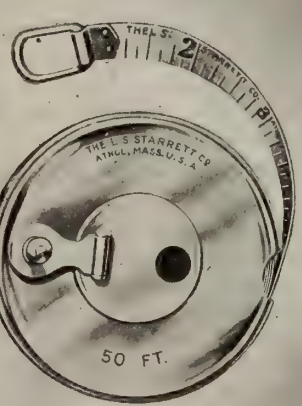
As manufacturers **we** are interested in having you sell our products. We want to show you, therefore, that when you do business with us, there are two factors that are important to you on a purely business basis. First, comes our product—

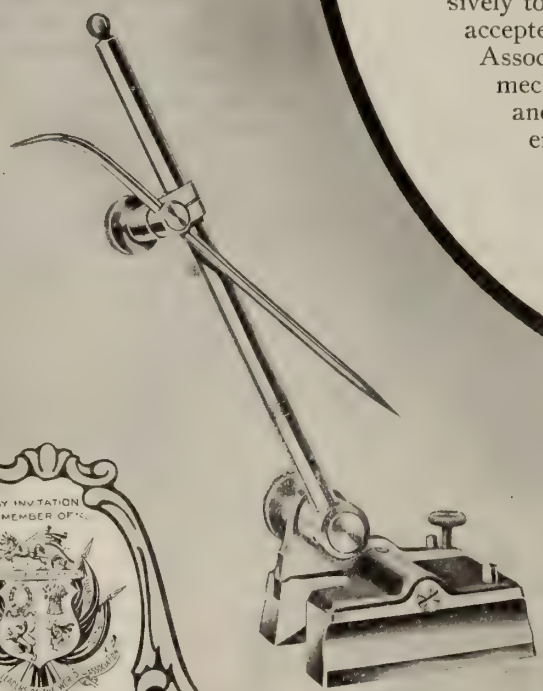
Starrett Tools

These tools we have honestly tried to make the finest mechanical tools in the world. How well we have succeeded may be judged from the fact that we now have the largest plant in the world devoted exclusively to the production of fine mechanical tools; and we have been accepted as leaders in our line by the Rice Leaders of the World Association. The name *"Starrett"* on a tool is accepted by all mechanics as an absolute guarantee of accuracy, workmanship and service. Our tools may be sold to machinists, carpenters, engineers, electricians, draftsmen, and to all men who love to work with fine tools.

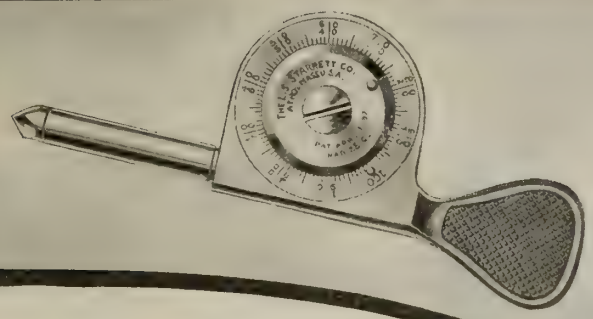
Our line includes such fine tools as steel rules, squares, levels, steel tapes, protractors, combination sets, micrometers, calipers, dividers, speed indicators, surface gages, depth gages, thickness gages, caliper squares, etc.; and also hack saws, socket wrenches, pliers, cabinet scrapers, nail sets, etc.

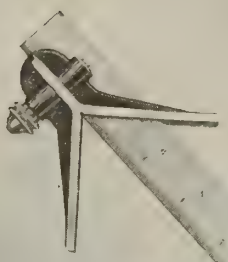
These are all shown in our 320-page catalog 20-M-A, which describes 2100 styles and sizes of Starrett Tools.



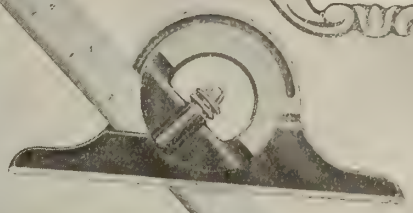


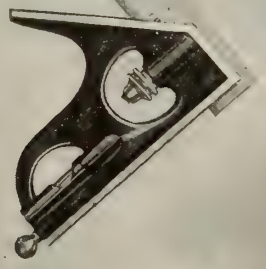






STARRETT
HACK SAWS
CUT QUICKER
LAST LONGER





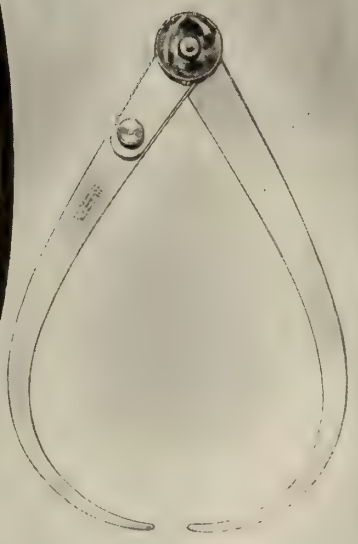
The second important factor in your dealings with The L. S. Starrett Co. is the help we give you in selling our tools.

We realize that you can sell tools only to men who want them, so we teach mechanics and amateur craftsmen why they need Starrett Tools.

This we accomplish by advertising in technical papers and in National popular magazines, by street car advertising, by window displays, etc. Our big 320-page catalog is sent in answer to every inquiry; and in this manner we distribute thousands of copies every year. Every time we receive an inquiry we send the nearest dealer a card informing him of the name of the inquirer and we also send the inquirer a card with the nearest dealer's address. All of our advertising tells the mechanic to go to his hardware store to buy Starrett Tools.

We maintain New York and Chicago offices which facilitate distribution and save freight for dealers, while our salesmen in the various territories are always ready to render any personal service. This dealer aid all comes under the head of

Starrett Service



It has always been our aim to make this service superior, and we know it is appreciated because dealers are continually writing for catalogs, booklets and literature to distribute, and for electros, street car signs, etc., for their local advertising. Furthermore, they tell our salesmen that they appreciate receiving the post cards informing them of likely customers, and they say that they like to do business with The L. S. Starrett Co. because "they are alive and hustling."

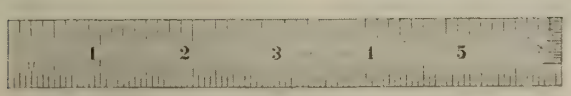
If there is anything you want to know about Starrett Tools or Starrett Service write to us now.

We Are Always On the Job. 42-344.

The L. S. Starrett Co., Athol, Mass.

World's Greatest Toolmakers

New York London Chicago





BY INVITATION MEMBER OF
NEW YORK U.S.A.

Co., Philadelphia, which is without doubt the best and simplest system of filing orders ever used by any large manufacturing company—where they handle 600 odd orders a day. Each drawer here represents a state and is subdivided with movable partitions into counties. In each county space he simply places folders—A to Z, each customer's order being placed alphabetically in such folder, as stands for his name, so file clerk can simply go to drawer representing state, look for John Doe in County Section D-folder and find his customer's order at once. Not necessary to look up card index or hunt over maps.



Handles 600 Orders Daily—A Drawer for Each State.

One of the great advantages of the system is the doing away with rod and carrier block, as all letters, folders, guides, etc., stand in a vertical position and cannot get misplaced or fall over on one another as is usually the case in vertical filing.

For classifying or filing correspondence in the stationery business, we re-

Symbol	To be used for Subjects Relating to	Correspondence to be Filed.
E	Employees	Alphabetically by names of employees. When more than one name is mentioned in a piece of correspondence, enough copies should be made to cover each employee mentioned. When correspondence mentions no name, but simply deals with title, file alphabetically by title.
G	Gas Mains: G-L Laying ..... G-X Miscellaneous.	By Method 1. (See below.)
K	Complaints: About lamps, breakage, outs, defective leaks and repairs....	Alphabetically by name of person making complaint. When answer to letter is made, file it with complaint.
L	Lamps — Gas, Gasoline, Electric: L-C Changing ..... L-D Discontinued.. L-M Moving ..... L-N New Erections L-R Relocations .. L-S Services ..... L-X Miscellaneous.	By Methods 1 and 2. (See below.)
M	Municipal: Allotment or orders from Department...	By Methods 1 and 2. (See below.)
R	Reports by Inspectors	By Methods 1 and 2. (See below.)
X	Miscellaneous subjects which can not be classed under any other symbol	By Methods 1 and 2. (See below.)

Figure 3.

(Continued on page 57.)

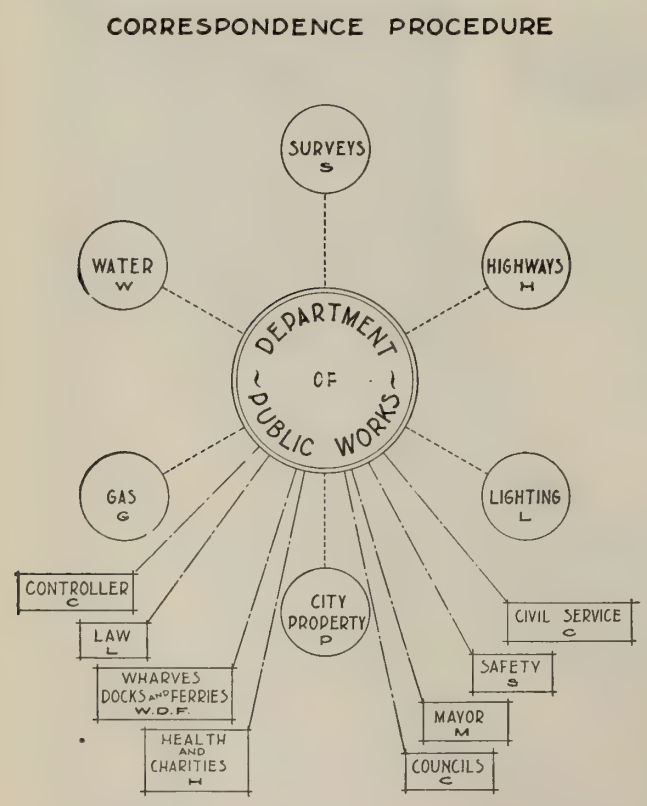


Figure 1.

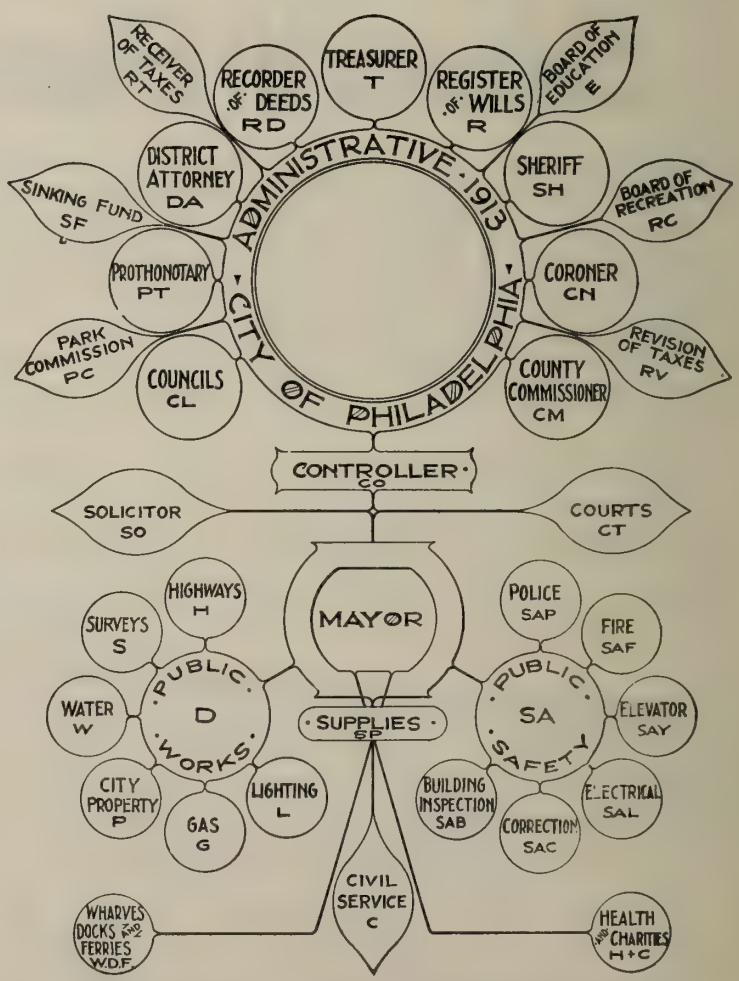


Figure 2.

An Opportunity for the Hardwareman

Big Business in Small Items of Household Goods

WHAT are you doing to secure the women's trade? Have you ever stopped to figure out what percentage of the women's trade in household hardware in your vicinity is coming to your store? If you have not, I think I am safe in assuming that you are neglecting an opportunity which if developed would help swell the profits of your business to a considerable extent.

I visited a large departmental store in Toronto one day last week, and as I walked through the basement I noticed a number of women around one of the display tables. As I approached the table I noticed it was loaded with articles priced at 10 cents each. A large showcard hanging above the table bore the following: "Your choice of any article on the table for 10 cents." There were probably twenty-five or thirty different lines of goods shown on the table, and with two or three exceptions all were lines that are carried in the average hardware store. One woman picked out six articles at 10 cents each. Other women selected various numbers of articles. I think I am quite safe in saying the sales from that table would run $10 per hour during the busy time.

As I watched the women flock around the table and pick out soap shakers, tack claws, can openers, garment hangers, tack hammers, carpet stretchers, door springs, garden trowels, canvas gloves, egg beaters, paint brushes, mouse traps, drawer knobs, chair seats, and many other 10-cent articles, I thought of the splendid opportunity which presented itself to the hardwareman who was willing to take advantage of it. The table in the department store was selling the goods without the aid of a saleslady; the latter was simply wrapping up the goods and taking the money. Why could not the same plan be worked out in a hardware store? It can be worked out, because several hardware firms are now featuring the small household lines on special tables and are making a success of the scheme.

There are some merchants who scoff at the idea of having 10-cent tables in their store, but just here it might be a good plan to remind them that the F. W. Woolworth Co., in its 680 odd stores where the price is limited to 10 cents, sold in the year 1913 goods to the extent of $66,228,072. Too many merchants are inclined to allow the small articles to remain in their original packages, and only open them when customers ask for the goods.

It is true that in many stores there is not much room to spare for tables, but very often by rearranging the stock extra display space may be obtained. The small household specialties carry a good profit even though the individual sales are sometimes small, but the merchant should not look altogether at the profits secured on the small articles. He should start out in an endeavor to secure the women's trade. If you secure their trade in the small articles for household use, you will soon find they will place their order with you for other lines. Cultivate the women's trade. Display lines of goods in which the women are peculiarly interested, and the chances are you will soon find that your sales and profits are on the up-grade.

DEMONSTRATIONS IN THE STORE.

DURING recent years there has been a tendency on the part of many manufacturers to send demonstrators, or to supply retailers with the necessary equipment to provide demonstrations in the store for the purpose of getting the public interested in various lines. Paint, stove, electric equipment, vacuum cleaner, and other manufacturers have been following up the plan to a great extent.

One week recently demonstrations of Lacqueret were put on in a number of stores in Toronto. The demonstrations were so arranged that each section of the city received at least one demonstration during the week. In order to get the views of retailers regarding the demonstrations of various lines, Hardware and Metal interviewed a number of merchants in their stores and the following opinions were offered:

W. H. Lake, 608 Queen St. W.—"We are only too pleased to say a good word for demonstrations in general. Demonstrators pull our sales up without adding to our expense or work as manufacturers often furnish demonstrators and incidentally, the circulars, thus relieving my sons and I of all worry. I find that manufacturers are usually only too pleased to help the retailers push their goods. It stands them in hand to do it and works out to the common advantage. During a recent demonstration we used one window to great advantage and actually had such a crowd watching the demonstrator at work and incidentally dropping inside to buy, that we called her out of the window, fearful of attracting unfavorable police attention. We demonstrate so many lines that we are careful not to become so abonxious as obstructors of the highway as to be forbidden to hold future performances.

The beauty of selling demonstrated goods is that however small the first purchase is, it invariably leads to others immediately."

C. G. Bailey, 1958 Queen St. E.—"I believe thoroughly in demonstrations as an aid to increased sales; for I find that the latter invariably rise in response to them. I have known people to come into my store for an article, another brand of which was being demonstrated at the time, and instead of buying what they had intended, they purchase the demonstrated brand. The illustration merely goes to show that the unadvertised article will be on the shelves, while its mate that is no better will sell through the force of the demonstration. I have found that a little touch may be added on such occasions by the distribution of small premiums, etc."

H. B. Christie, of Christie Bros., 1824 Dundas St.: "We have been devotees of the demonstration form of advertising for some time. We believe in circularzing the district thoroughly previous to the holding of demonstrations and also playing up our windows strongly. I believe that demonstrations should be arranged for the days on which the largest crowd is liable to be in the vicinity of the store."

George Garrett, 582 College St., said: "We recently held a demonstration of a paint line which I think was a success. to bring about that end. The manufacturers furnished us with circulars which we carefully distributed to our trade beforehand so that on the big day we had a good attendance. The manufacturers demonstrator, a young lady, who knew her business, was on the job all day. She hobnobbed with every customer who came in, politely asked them for a minute of their time and then proceeded to show her goods and the purposes to which they could be put. In the afternoon, one of the manufacturers' travelers devoted his time to the same purpose. The sales were good that day, but the best results were noticeable during the next few days, by which time no doubt the news had percolated by word of mouth, from one housewife to another. Although almost two weeks have elapsed since then, increased sales are still the order of the day, I can only repeat that I am strong for such demonstiations as an aid to sales."

J. A. Buyers, Mgr., Parkdale Furnace & Hardware Co., 1378 Queen St. W.:—"We find demonstrations of value at all times but particularly so in the introduction of a new line. I think the best days for demonstration are the average days; not on an ordinarily busy day like

(Continued on page 57.)

Problems in Sheet Metal Work

By E. Bronson.

IN the problems which we show here we have a bullhead or shoe for a stack pipe as in Fig. 1, and in the other, Fig. 2, a fitting which changes the width of the pipe at top to right angles with the bottom, as noted by the perspective drawing.

The article shown in Fig. 1, while not an intricate problem, is a very handy one. As in most all bullheads the round pipe is kept on the same plane as the square pipe, it always requires an elbow to carry the pipe to furnace, thus reducing the slope or elevation of the pipe. In using an article as shown here, the pipe can be kept up closer to the ceiling, and at most will require but an angle elbow between it and the furnace, thus increasing the elevation of the pipe and incidentally the headroom. This is of special advantage where the cellar ceiling is low. The article shown in Fig. 2, while not very often used, will in some instances prove of great value, as it is sometimes required in running up a stack to change the center line or face of pipe at right angles, the upper partition or position of the register in some few instances requiring this.

To develop the patterns of bullhead shown in Fig. 1, it is necessary to have a side elevation of the required article. In drawing this, the angle can be drawn as will be thought best for general use. In Fig. 1, let A B C D be the side elevation and E F G H a front view. As the piece is the same width at top and bottom—viz., E F and G H—the side view as outlined by A B C D is the pattern of the two sides or ends. The next step will be to obtain the patterns of back and front pieces as on lines A C and B D. To obtain pattern on line A C, first divide distance from A to C with a number of equal parts, as shown by A 1 2 3 4 5 C. Draw two lines as K L and M N a distance apart equal to E F or G H—that is the width of the pipe. Square with K L, draw a line, connecting K L and M N, as K M. From K and M mark off on K L and M N the length of line A to C on side view as shown by A 1 2 3 4 5 C, draw a line connecting the two points as shown by L N, completing patterns on line A C.

To obtain pattern on line B D draw two lines as P R and S T a distance apart equal to the width as at E, F or G H. Draw a line at right angles to P R, connecting it to S T. From P and S mark off the distance B-1 on side view and from the point 1 when obtained, mark off the distance 1—D on side view, connect the points thus obtained as at R T, thus completing pattern on line B—D.

The end to which round pipe collar is attached is a square having two of its sides equal to C—D in side view and the other two sides equal to G H in front view as shown by C—D and G—H. Outside these lines are marked the laps required to attach end to body of bullhead. When putting together as shown the laps are cut off on a good angle at the corners, and are then formed as shown at X. When the end is slipped on body, it leaves the corners of body clear of the laps on the bottom. These are then turned in with pein end of the hammer, thus holding bottom on securely.

To obtain patterns of piece shown in Fig. 2 it is first necessary to draw the side view and a front view. In this case let A B C D be the side view and E F G H the front view. As the back of side, as on line A C, is straight, it follows that the front view, E F G H, is outline of pattern required for the back as shown on line A C. To obtain pattern on line B—D draw a line as X—X

(Continued on next page.)

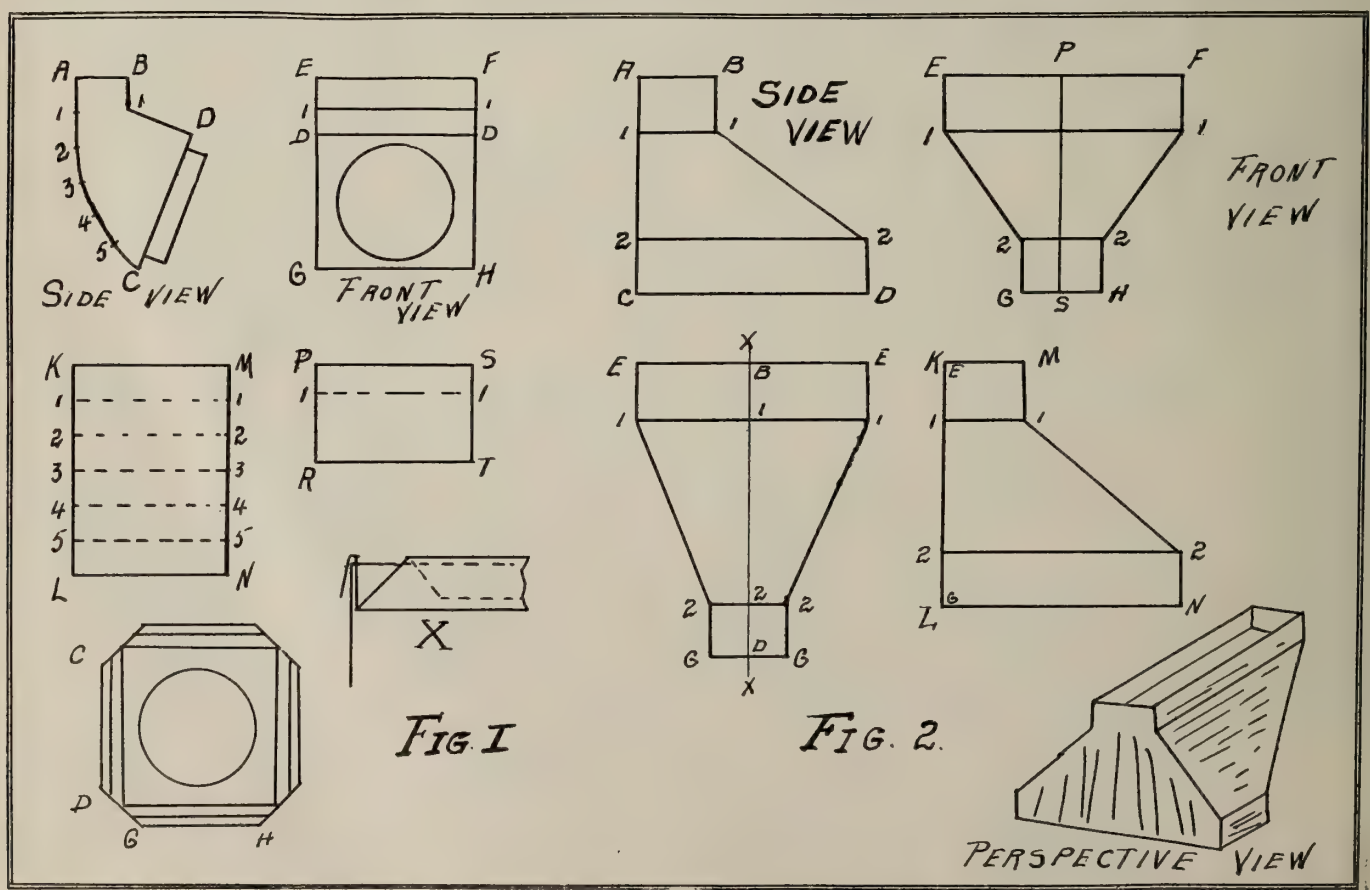
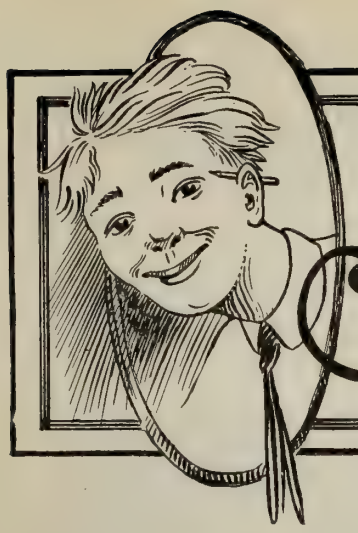


FIG. 1

FIG. 2.



THE JUNIOR CLERK'S PAGE

Give the Junior Clerk a Chance

A Plea for the Junior by an Eastern Ontario Clerk.

IT is sad to relate, but none the less true, that there are a great many hardware merchants who fail to recognize and appreciate the good qualities which their junior clerks or messengers sometimes possess.

As a rule, it will be found that the most notable successes in business have started at the bottom of the ladder, and it stands to reason that it must be so, for when a man comes to a position of responsibility in an institution after rising step after step from the bottom, he is better adapted to cope with the problems which those under him come across, and consequently more likely to earn their respect and goodwill.

Because a person starts at the beginning is no reason why he should be kept at the beginning, unless he is unfitted through laziness or lack of brains to advance. When a boy undertakes to learn the hardware business, he usually starts delivering and doing the chores around the place. He is given perhaps three or four dollars a week to start on, and as a rule is left on that salary until he asks for more. Sometimes he gets it; more often he does not get it.

From the manager's point of view, perhaps a delivery boy is not worth more than three or four dollars a week. Perhaps he is right, but when a boy has been around a store three months or more he is not only capable of delivering parcels and sweeping the floor, but should be able to do a certain amount of work, such as wrapping up parcels, keeping track of the surplus stock in the warehouse, and many other things which he was not able to do when he started. But when he is refused the advance he asks for, he will probably quit and accept some other position where the wages are higher, but the chances of advancement probably lower.

When this happens another boy is obtained, probably after several days of inconvenience, and the same thing happens over again. On the other hand, suppose you had advanced your first lad when he asked it. Fifty cents or a dollar would be sufficient to hold him for several months more, at the end of which time he would begin to be a real help in the store, while a new lad would be just finding his bearings and trying to decide with himself whether he liked his position well enough to stay or not.

It can hardly be expected, of course, that a boy be advanced when he is absolutely not worth it; but if he is able to hold his position for several months, or until he feels justified in asking for an advance in salary, then depend upon it he wants to stay, and will make himself worth while.

A few months will show whether or not a boy is going to be satisfactory, but it will take more than a few months to bring out all his good points if he is satisfactory. Usually more is expected of a junior than of any other member of the staff, because he is watched more closely to guard against his making serious mistakes. He is expected to have an accurate memory, to be clean and orderly in his person and habits, to be courteous, to be good at figures, to be a lot of things that it takes time and practice to become, and if he is not, then he suffers accordingly, by being told about it, and the mind of a lad is extremely sensitive, and he must be handled carefully to show up to his best advantage.

It makes a great deal of difference what kind of a man is placed over a boy, and the writer has in mind at this minute several instances where junior clerks have been put down as failures in the store they started in, but after a change of proprietors have shown really remarkable evidence of business judgment and management. In most cases too much is expected of them. You will often find the head salesman of a store who is a decided failure when he comes to buying, and a manager who is a very poor salesman, and a young boy fresh from school must be shown why his failings make a difference in the store, and not frightened out of his wits by a senseless calling down which does no more than discourage him, and leaves him as much in ignorance of the reason for his error as he ever was.

PROBLEMS IN SHEET METAL WORK.

(Continued from page 54.)

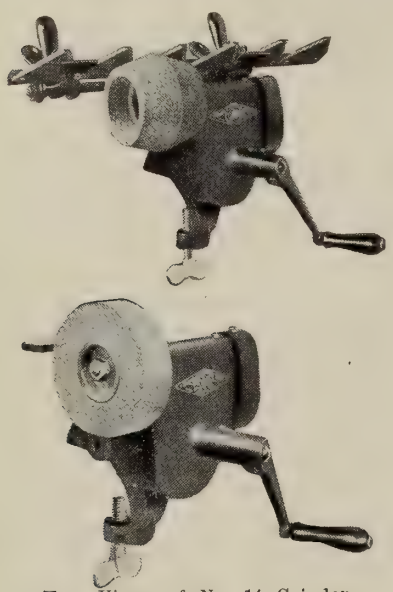
on this line; mark off the distances B—1 1—2 and 2—D on line B—D of side view; draw lines from these points on line X—X and square from it on both sides. Divide front side in equal parts as shown by line P—S. From this line measure the distance to E or F and mark same on line B drawn from line X—X. As the distance from line P—S is same at E and F and at 1 and 2, mark same distance again on line 1 on both sides of line X—X. Measure from line P—S to point 2; in this case point G and H correspond to point 2. Mark off this distance from X—X on lines 2 and D; connect the points and complete outline of pattern of front as shown by B—D of side view.

To obtain pattern of the two sides, in this case both sides are alike. Draw a line as K—L. On this line mark off distances E to 1, 1—2, and 2 to G of front view; from these points on K—L draw lines at right angles, extending them out at least the width of pipe. Measure the distance from A to B and 1 to 1 on side view—in this case they correspond—and mark out from line K—L on lines K—M and 1—1; measure distance 2—2 and C—D on side view and mark off from K—L on lines 2—2 and L to N as shown. Connect points, completing outline of pattern of side.

New Goods Offered Canadian Hardwaremen

NO. 14 GRINDER.

The Carborundum Co. Niagara Falls, N.Y., has placed on the market a new grinder known as the hand power mower section and tool grinder No. 14, and it is one great little machine for the



Two Views of No. 14 Grinder.

farmers' use. It is compact, smooth running, and is built for service. The gears are of the spiral cut type, made from the best possible material and positively accurate. The castings or body of the machine is strong and durable and the casting sections are ground to a fit, thus assuring an oil proof, dust proof machine.

One of the several features of the machine is the handle, which is set at an agle to the body of the grinder, thus allowing for a clearance of the hand in grinding mower section knives. The machine is geared to give high speed with the least possible effort.

For the grinding of the mower sections the grinder is equipped with a special holding device and a special double-beveled carborundum wheel. The grinder can be carried right into the field and lamped quickly and easily to the wheel of a mowing machine and grind the section knives right on the job.

The machine is just as efficient, just as handy for the farmer's work bench, for tool grinding and general work. For these purposes it is fitted with a tool rest and a regular carborundum tool-grinding wheel.

THE TORRINGTON TANDEM.

The newest product of the National Sweeper Co., Torrington, Conn., is the Torrington Tandem combination machine here illustrated. The tandem is said to consist simply of a light-weight straight vacuum cleaner, with a carpet sweeper firmly clamped to it and yet easily removable as a trailer. This combination is said to be the outgrowth of an urgent demand for combination machines and the further fact that in "built-together" machines too many essentials of simple durable construction are sacrificed.

In the literature being sent to the trade on the new "Tandems" the manufacturer states that running a "built-together" combination every day with twice the labor when only a carpet sweeper is wanted for at least half the days of the week, is not very practical and that in addition to the ease of separating the "Tandem" into two still more easily operated and efficient individual machines, the "Tandem" itself run in combination appeals because it is simply constructed, does more efficient work; and runs as easily in tandem as any good combination.

This addition to the "Torrington" family brings the line up to an array of



Two views of the "Tandem" combination machine. The upper cut shows how the connection is made.

devices for cleaning floor coverings consisting of seventeen models of carpet sweepers, two types of straight vacuum cleaners, two "Combinations" and two "Tandems."

The combination that we illustrate is called the "No Dust Twins" tandem.

"BENJAMIN" TOOL SET NO. 3.

The Benjamin-Sellar Mfg. Company, 557-559 West Quincy street, Chicago, has added to its tools sets No. 1 and No. 2, a larger assortment of tools called No. 3.

Six tools consisting of 2 gimlets, 2 awls, a flat countersink and a tapered reamer, have been added, these with the friction drive handle, and five screw driver blades are put up in a handy Khaki tool set roll.

The friction drive handle is especially adapted for all rotary work. The friction cap prevents the blistering of the hand, and the tool steel spring chuck



Benjamin Friction Drive Tool Set.

enables any style of tool to be instantly fastened in the handle.

Each tool is a mechanic's tool, made of high grade steel, perfectly tempered and carefully ground ready for use.

ROUND POCKET STONES.

The Carborundum Co., Niagara Falls, N.Y., are now offering the trade the No. 150 round carborundum pocket stone here illustrated. The stone is 2 inches in diameter and ¼ inch thick. It is made in the medium fine grit, and, of course, has all of the fast-cutting qualities of other carborundum stones. The size and shape of the little stone make it convenient to carry in the pocket, to have on the desk or about the house for sharpening pen, ink and manicure



Round Pocket Stone.

knives and small toils. The stone can be used wet or dry.

RECORD OF CANADIAN CADETS.

Advices from the old country have just been received to the effect that at the Imperial Cadet rifle meeting, which was held in London last week, the Canadian Cadets, using the Ross Cadet rifle, won all the competitions with the single exception of the "Clementine Fessenden Cup."

The individual championship was won by MacWilliams, of Calgary.

Current News of the Hardware Trade

New Firms.

Benson, Sask.—J. A. Honan has commenced a hardware business.

Moose Jaw, Sask.—The Western Sales Co., hardware jobbers, have commenced business.

Business Changes.

Prussia, Sask.—M. Krinke has been succeeded in his hardware business by Gryde & Marshall.

Toronto, Ont.— Robertson Hardware and Lumber Co. have sold their hardware business to John Gillespie.

Toronto.—The Excelsior Plate Glass, Limited, of Toronto, has arranged to take over the Forest City Glass Company, on Fullerton street, and will start work in London immediately.

Opens Canadian Factory.

The American Metal Polish Co., manufacturers of Putz cream metal polish and Silva Putz silver polish, has established a modern Canadian factory in Montreal to provide for their Canadian business. The opening of the Canadian plant has resulted in a revision of prices for the Canadian market.

B. A. Burke, general manager, and J. M. Allstaetter, representative of the American Metal Polish Co., West Somerville, Mass., are in Montreal in connection with the opening of a Canadian factory in Montreal west, for the manufacture of their products.

Western Notes.

The Tuttle and Bailey Mfg. Co. of Canada, Ltd., makers of registers, ventilators, grilles and screens, branch of a well-known American firm, have broken ground on a new plant at Bridgeburg, Ont., and have opened a branch office and warehouse at 126 Lombard St., Winnipeg, Man., where a large stock will be carried. This firm has not been long in the Western field.

O. B. Manville, of the Manville Hardware Co., Prince Albert, Sask., passed through Winnipeg recently on his way to Montreal, thence to sail for England, where he has not been for thirty years. He will be away for three months, returning in the fall.

Sydney Smart, Melfort, Sask., was in Winnipeg on business recently.

The Manville Hardware Co., Prince Albert, Sask., have purchased a 2-ton motor-truck, and have disposed of all their horses. They find that they can make better time at less expense this way.

Merchants Organize.

Brampton.—Merchants of Brampton are organizing a branch of the Dominion Retail Merchants' Association. Following officers have been elected: President, T. H. Shields; first vice-president, W. A. Robinson; second vice-president, D. J. Kilpatrick; secretary-treasurer, J. S. Beck; treasurer, W. Higgins.

Vernon, B.C.—A convention of the retail business men of the Okanagan Valley was held here on the 9th of June. Matters of importance pertaining to the welfare of retailers were discussed, and



W. L. Helliwell, Vice-President and Manager Gurney North-West Foundry Co., Winnipeg recently elected to Board of Directors of Canadian Credit Men's Association, Winnipeg.

addresses from the officers of the Retail Merchants' Association of British Columbia, that outlined the aims of that body, were listened to.

The business matters were all attended to in the course of the afternoon, whilst the evening was occupied by a reception that was tendered the visiting officers and business men.

Personals.

Watson-Jake Koep, of the hardware firm of Wachaltz & Koep, has returned home from a trip through Minnesota.

W. H. Newton, sales manager of the Canada Paint Co., Montreal, was in St. St. John and Halifax last week calling on the trade.

H. M. McCarthy, representing Collect-O-Dust Co., Ottawa, manufacturers of a new sweeping powder, was in Montreal this week.

W. E. Morris, of Boss Manufacturing Co., of New York; Clark B. French, of James Lowe Erskine Co., New York; M. Lafontaine, of Simonds Canada Saw Co., Ltd.; and W. E. Culley, of Simonds Manufacturing Co., Fitchburg, Mass., were calling on the trade in Montreal this week.

GUELPH CLERKS BRANCHING OUT.

(Continued from page 41.)

in stores and manufacturing plants, and where the absence of it was meaning inefficient service, leaks in the business and loss of custom. A vote of thanks was tendered Mr. Huston for his talk.

It was decided that further meetings of a similar character would be held in future and a vote of thanks was tendered the officers for arranging it. The decision was also reached to run an excursion on one of the Thursday half holidays during July or August. This will be anounced later.

DEMONSTRATIONS IN THE STORE.

(Continued from page 53.)

Saturday for instance, when we are always busy attending to the regular Saturday trade, nor on the other hand, on a slack day, such as after a holiday, when the trouble and expenditure attendant upon the occasion is not so likely to pay for itself. I believe in striking the happy medium for best results."

PROPER HANDLING AND FILING.

(Continued from page 52.)

commend symbol filing, similar to that used by City of Philadelphia or John Wanamaker. For instance, place your letters in folders, marked A to Z, the alphabet letter standing for name of writer. Then use a guide board tabbed O for orders, I for inquiry, E for estimates, B for bills, S for shipments, etc., as necessary in classification, according to business. These guides are placed in different sections in divided drawers, each followed by the A to Z folders. If you should get an order from John Smith file it after O-guide in folder S, or if you gave an estimate to John Brown you simply go to file see guide E and look at folder B.

Anyone with good business judgment can arrange your files and find your letters, orders, etc.

In selling folders and guides to go with vertical files, your salesman will have no trouble describing this simple system, and it should help you sales on vertical filing devices.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS A GLANCE.

Very little change in general conditions has taken place during the past week, although a number of price changes have been reported. Gasoline and benzine have declined at Toronto and Montreal. Nails have advanced as predicted at Montreal. Linseed oil appears firmer on account of the advance in the price of flaxseed, although orders for oil are not heavy and price-cutting is evident in some sections. Turpentine and resin have advanced at Toronto, following the recent firmness in the south. London, Ont. reports changes in the price of brushes and O & A wire. A carpenters' strike at London, Ont. has affected business in some lines. The metal markets are still quiet and weak. Collections are fair and there is a good seasonable demand for summer goods.

MONTREAL.

MONTREAL, June 11.—Trade has been quite active during the last week, and the outlook seems promising. Repeat orders are coming in freely for seasonable lines, and with the fine weather now prevailing a continuance of the present conditions is likely. Collections show a slight improvement. The metal markets are still very weak, with the exception of lead, which has advanced again.

Builders' Hardware.

There is considerable activity in building circles at present, despite the labor troubles that contractors are experiencing. Considerable construction work is being done in concrete, and this has led to a good movement in cement. Lock sets, in the cheaper grades, have been in quite active demand.

Fly Time Supplies.

There has been a good demand lately for fly pads, fly paper, swatters, etc., and wire cloth and window screens. The fine weather and the educational work done during the "clean-up" campaign recently has evidently had the effect of stimulating interest in these lines.

Lawn Goods.

Sales of garden hose, garden rollers, sprinklers, etc., have been quite a feature of trade during the last few weeks. There has also been considerable business done in ornamental garden fences. These are being largely used now for both front and back of houses.

Nails and Screws.

As forecasted in last week's report, wire nails have advanced. The quotation is now $2.25 base, Montreal, which is 5c above the previous quotation. The market is firm at this figure. The quotation on cut nails is still $2.50 base, Montreal. Screws are unchanged at the prices quoted in the current market list.

Bar Iron.

No change has taken place in the quotation on bar iron, which is still offered at $2 to $2.05 base, Montreal.

Metals.

With the exception of lead, all the metal markets are very weak. This condition has continued for several weeks now, and there does not appear to be any immediate prospect of a change. Owing to a local scarcity, very largely, lead has advanced from $5.10 to $5.25. Tin is quoted at 40 to 41½c; antimony, $8.50; spelter, $6, and copper, $16. Ingot brass, red, is 14c lb.; ingot brass, yellow, 13c lb.; tinkers' bar solder is 28c; wire solder, 25½c; half-and-half, 24½c, and wiping solder, 20 to 30c.

Lead and Lead Waste Pipe.

There has been no change in quotations for lead and lead waste pipe. The former is selling at 7½c and the latter for 9c, with discounts of 7½ per cent.

Rope, Twine, etc.

An active demand continues for cordage lines, and prices have not changed since last report. Quotations are: Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are: Best Manila, 650 feet to pound, 13½c; Manila, 600 ft., 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Outing Requisites.

As the warm weather season advances there is a better demand for camping and sporting goods, and these lines are being featured in most retail stores just now.

Stoves, etc.

Though most lines of stoves are not considered among the active list at this time, there has nevertheless been a fairly good volume of trade in this department, especially for gas and oil stoves.

TORONTO.

TORONTO, June 11.—Conditions here have not changed materially during the past week. Paints and other seasonable goods are naturally the best sellers still. Cordage demand is not quite as strong. Poultry netting is one of the lines showing least activity. Collections on the whole are fair. Dealers generally, however, are prepared for a gradual slackening in business until the crops are harvested, now that the best of the spring rush is over.

Nails, Screws and Rivets.

Nails are unchanged at $2.25 base. The demand for them at this price is not active on account of the fact that dealers loaded up in anticipation of the late 15c advance, and in consequence are more or less independent of the market for the time being. Cut nails are as quoted in the current market quotations.

The demand for screws and rivets is much better than that in nails. Both remain unchanged.

The late advance in copper rivets and burrs put them at the present price of 25 per cent and 12½ off.

Builders' Hardware.

Builders' hardware is in considerable demand in Toronto, and shows no sign of falling off. A large number of small houses are noticed in course of construction in the newer suburban districts, to say nothing of a fair number of office buildings, etc., that have been in process of construction for some time past.

Rope, Twine, etc.

Business in cordage is quite satisfactory. The purchases are mostly small, indicating conservatism, but they are of frequent occurrence. Some lines have suffered from over much previous buying, as Manila, for instance, the base price of which went from 10½ to 17c in 1913. Buyers were prepared for the rise, and bought heavily at the low price, so that they are not yet taking much at 15c. The binder twine sales should hold up well until the middle of July.

Stoves, etc.

Summer stoves remain one of the best selling lines. Oil and gas burners are still in the lead in popularity, and sales in those lines are astonishingly good. The coming of summer, doing away with the heating use of coal and the cheapness of oil as against gasoline appear to be the determining factors in the demand.

Summer Goods.

The seasonal goods in general are the leaders in sales. In addition to some classes of stoves, paints, etc., refrigerators, ice cream freezers, wringers, screen windows, lawn mowers and garden tools, are helping to swell the list.

LONDON.

LONDON, Ont., June 11.—Owing to a carpenters' strike in this city some lines of builders' hardware and tools are not selling as fast as they should at this season of the year. Summer goods of all kinds are big sellers now and business is brisk with the retail trade.

Advance in Brushes.

There has been an advance of 10 per cent. in the price of whitewash, kalsomine and household brushes.

O. & A. Wire.

The special 5 per cent. on O. & A. wire has been discontinued and the following prices are now quoted:

O. & A. wire is $2.20 base, making the following net prices for certain sizes:—No. 10, $2.36 per 100 lbs.; No. 11, $2.42 per 100 lbs; No. 12, $2.50 per 100 lbs.

Nails, Screens, Etc.

Wire nails are quoted at $2.25 base; cut nails at $2.70 base.

Screws are still quoted as follows:—Flat head, bright, 85, 10,, 7½, 10 and 10 per cent.; round head, bright, 80, 10, 7½, 10 and 10 per cent.; flat head, brass, 75, 10, 7½ and 10 per cent.; round head, brass, 70, 10 7½ and 10 per cent.

Oils, Paints, Etc.

No change has taken place in the price of linseed oil. The following quotations are still in effect:

Raw—

1 to 2 bbls. .....63c per Imp. gal.
3 to 5 bbls. .....62c per Imp. gal.
6 to 9 bbls. .....61c per Imp. gal.

Boiled—

1 to 2 bbls. .....66c per Imp. gal.
3 to 5 bbls. .....65c per Imp. gal.
6 to 9 bbls. .....64c per Imp. gal.

Less barrels, add 7 cents gallon.
5-gal. jacketed oil cans, 50 cents each.
1-gal. jacketed oil cans, 25 cents each.

BUSINESS IN MARITIME PROVINCES.

The St. John, N.B., Board of Trade News Letter, recently issued, says: General business conditions in the Maritime Provinces, considering the depression of the past year, are in a fairly healthy state. This is as much due to the prudent conservatism of the people themselves as to the exercise of careful management on the part of the banks. Notwithstanding that the banks found it necessary to curtail their business last year, the value of their transactions showed a very substantial increase during 1913. This is particularly true so far as St. John is concerned. This year the industrial situation does not show a great deal of activity. Many industrial plants are running on short time, and there is a diminution in general trade, which will probably lead to reduced profits for the banks this year. Real estate values remain firm, and very few sales are being made except for purely utility purposes. There is considerable house-building going on throughout the city, the building permits issued during May showing an appreciable increase over the same month in 1913. This, with the extensive harbor works, furnishes considerable employment, so that the pinch of hard times is being felt very little in the city. Throughout the province farming is fairly well advanced, and a good crop is anticipated.

Many engineering works of considerable magnitude are projected in New Brunswick just now. At St. John, many hundreds of men are employed in the harbor development enterprise on the east and west sides of the harbor.

DONT'S FOR CLERKS.

Don't be too familiar in endeavoring to be sociable to a customer.

Don't say you "don't know," but that you will "find out."

Don't think that because the boss sits in a private office now that he has never stood behind a counter.

Don't imagine that because your errors are mentioned that your hits are not scored up.

Don't think that you are the only one who has the interests of the store at heart. There are others.

Don't think any task too humble or any person too lowly to teach you something.



Our most important infant taking its nourishment well; coming along nicely; healthy and thriving.

The Country Store and the Farmer

The Situation Reviewed by a Western Lady

Editor's Note.—Out in the West there is an elderly lady living on a farm who has never spent a cent with the mail order houses! This sensible person has bought all her goods from local merchants because she has realized that her interests and their's are identical. Hardware and Metal heard of her and decided that it would be interesting if she could be induced to give her reasons for patronizing the home merchant. In reply she has written what she believes to be the way that merchants can encourage farming customers to forget the mail order habit. In letter a suggestion is made that the country merchants would benefit by the services of efficiency experts who would call on the country merchants and explain the workings of new systems, methods, etc., thus helping the country merchant to be better equipped to combat mail order competition. The suggestion is a good one, but this very plan has been followed out for many years past by the trade journals. Mail order competition has been discussed from all angles, new methods adopted by dealers have been explained. Suggestions covering all phases of the country merchant business have been discussed time and time again. It is doubtful if any corps of organizers or efficiency men could begin to benefit the retail merchant to the extent which has been accomplished and will in future be accomplished by the trade journal.

THERE is a great deal of discontent these times in small country towns and villages over the decreasing local business done and the increasing trade going to the big mail order houses. This is becoming a serious issue in many districts, and any suggestions that will help to put things on a better footing ought to be welcomed by storekeepers and farmers alike. There is no doubt that in days gone by the country stores were very profitable. There was little competition, and they could charge what they liked. The farmer felt this, but had no resource but to buy locally. Now, however, with increased railway facilities, or a parcel post; they can trade in the city with the mail order house where they get greater choice and where the prices are sometimes less than in the country store. And after all, farmers are human, or want to buy as cheaply as they can.

They probably have not realized that by deserting their home store, they have taken the first step in the wrong direction. They have not thought that if everybody did the same, there would be very little business left for the local storekeeper; they have not realized that all money so sent away is lost to the community and never finds its way back.

One the one hand the storekeepers are discouraged at their losses; a few have taken the right way and are introducing better methods and winning back their business, but many do not understand where they are wrong or how to set about bettering things.

On the other hand the farmers feel that they are a little bit smart to get ahead of their local men. What is wanted is co-operation between the farmers and storekeepers and not stand-off resentment, which will never result in any benefit to anybody. Let the farmers go to the storekeepers and say frankly, "If you can give us what we want at reasonable prices, we will be glad to deal with you;" on the other hand the local man can cater to him a great deal better than a distant mail order house that doesn't know him or his tastes and has no personal interest in the matter.

What the country storekeeper wants is some sort of advisory expert, as they have in other businesses who would visit the country store, go over everything and help with advice.

Suppose a factory is not paying as it should, an expert is called in who goes over each department, timing the machines and the men at work, calculating the cost of each hour's work, etc.; until he ferrets out where the loss is occurring.

On the old worn out farms, where the farmers have got discouraged and the land seems to them only fit to grow weeds, the Government is sending out expert young farmers from the colleges, to live on the farm with the farmer and test out and try new methods, and are succeeding in making them pay their way.

It needs practical demonstrations to introduce new methods; and right here I see an opening for a few capable clever organizers to go out and remodel the country stores, and have heart to heart talks with the customers. Such men might well be sent out by the wholesale houses combined, the storekeepers being charged a certain amount for the benefit of their help.

That it is possible for the country store to compete with the mail order houses, has been proved and the farmers will soon find, that it is more convenient and a great saving in time and money to buy at home. That in patronizing their local men, they are indirectly benefiting themselves.

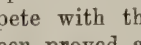


AN EFFECTIVE WINDOW SIGN.

A window sign of remarkable effectiveness has just been introduced in Chicago. It is a talking electric sign sufficiently small to be used in the show window without occupying enough space to interfere in any way with the display. As an indication of the effectiveness of the sign it may be stated that when it was first placed in the window of a haberdasher on Dearborn street it attracted such crowds that traffic was stopped and the police department found it necessary to order the sign shut off. Later, the makers of the sign were able to show that, although it attracted large crowds, it did not come within the city ordinance which prohibits window shows. The talking window sign was therefore allowed to be turned on again and continues to draw big crowds.

This sign is made up of small units about three inches square, which represents the size of the letters, which appear and disappear automatically. An ingenious flasher controls the mechanism that makes the changes. The sign can be arranged to spell any desired message. This is done by a very simple arrangement that corresponds in a manner with the way a printer sets type. All of this can easily be done in a few minutes by an office boy. When the various words have been "set up" the sign is connected with any lamp socket and turned on. It then proceeds to work and spells out in electric light the various words. The manner in which the words flash on and off seems to have a fascination for most people, and they will unconsciously wait for what is coming next.

After the thirty-two changes have been made they are automatically repeated, and this continues until the sign is turned off. There is an automatic cut-off that acts like a time switch, and this may be set so that the sign will stop at any time indicated. Small electric signs with fixed or movable letters of various kinds have been growing in popularity for show window use lately, but the "talking" sign naturally is vastly superior to the others when it comes to attracting attention. There can be no doubt that this new sign will be in great demand by retail stores generally. It is the "something new" that everyone is always looking for.—Merchants Record and Show Window.



COLLECT PARCELS FOR TRANSMISSION.

Ottawa, June 10.—The Post-office Department is considering whether or not it would be possible to undertake the collection of parcels for transmission by mail in cities where there is a mail delivery service. Hon. L. P. Pelletier announced the fact when he replied in the Commons to-night to comments made by Mr. Rodolphe Lemieux during the discussion of the estimates of the Post-office Department.

"I have it in my mind that the parcel post service will not be complete until we collect the parcels," said the minister. He asserted that the recently-established service was proving a success, and was steadily growing in spite of an organized campaign against it.

"CHALCO"

A PAINT AND VARNISH REMOVER THAT'S 20% MORE EFFICIENT THAN OTHERS YET COSTS NO MORE

To Retailers, Jobbers and Manufacturers:

We are now able to offer in "Chalco" a Paint and Varnish Remover of unusual merit.

It's 20% more efficient than others.

TRADE CHALCO MARK

The Paint and Varnish Remover

"We pay no royalties to put on your bill."

Write for Proposition

"Chalco" is positively different and positively superior—it leaves the surface better for refinishing than any other product we've tested.

It does not injure the hands.

MANUFACTURED IN CANADA BY MARTIN-SENOUR CO., LIMITED
IN THE UNITED STATES BY THE H. B. CHALMERS CO., SCHENECTADY, N.Y.



Sell Varnish Satisfaction to *Your* Customers

Berry Brothers' Varnishes have been giving satisfaction for over fifty years. Varnish users know about them. They know that the dealer who sells and recommends Berry Brothers' Varnishes is giving them honest, lasting varnish values. This reputation helps you sell Berry Brothers' Varnishes.

Berry Brothers' advertising is a salesforce that brings folks into your store. For years we have been telling the public about the high quality of our varnishes. We have educated them to ask for Berry Brothers' goods—to know that our trade-mark stands for varnish satisfaction. Because of this, Berry Brothers' Varnishes are easy to sell.

And the Berry Brothers dealer gets **more** than the profit out of Berry Brothers' Varnishes. They help him to build his business reputation for selling high-grade goods.

If you haven't Berry Brothers' Varnishes on your shelves, let us tell you more about them.

Established 1858
Branches in Principal Cities of the World

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
WALKERVILLE, ONT.

Weekly Market Report---Paints

MONTREAL.

MONTREAL, June 11.—Business continues good with both jobbers and retailers, and the reports generally are that trade has been very satisfactory all through the spring. There has been a good steady demand for ready-mixed paints, stains and varnishes, etc. Gasoline and benzine have declined half a cent a gallon, but the market is very firm on linseed oil, turpentine and white lead.

Linseed Oil.

The market is very strong both in raw and boiled oil, owing to the recent advances in flaxseed in the West. Some of the jobbers are sending out circulars to their customers advising them to place orders at the present prices, as there is every indication that higher prices will be asked very soon. It is reported that there is 40 per cent. less acreage sown in flax this year than was the case last year, and production is bound to fall below last year. An advance of 1 cent per gallon was made this week, and further advances are likely at any time. Quotations now are:
Raw Linseed—
1 to 4 barrels.....61c per gal.
5 to 9 barrels.....60c per gal.
Boiled Linseed—
1 to 4 barrels.....64c per gal.
5 to 9 barrels.....63c per gal.

Turpentine.

The market for turpentine is much firmer, and though prices locally have not been changed, it is expected, in view of reports of a firm market in Savannah, that a higher quotation will go into effect in the near future. There has been a scarcity of turpentine among several of the jobbers for some time, and though shipments have been coming in, they have not been in sufficient quantity to relieve the situation much. Quotations remain as follows:—
1 barrel .....64c per gal.
5 barrels .....63c per gal.
Five-gallon packages, 5 cents advance; packages extra; terms net.

White Lead.

The market for pig lead has developed strength since last report, and pig lead was quoted £19 10s. in London, Tuesday. In view of this situation white lead is much firmer, though quotations have not been altered. The price is $8.25 for less than ton lots and $8.05 for ton lots.

Gasoline and Benzine.

A reduction of half a cent per gallon has been made in gasoline and benzine since last report. Business is still very brisk and jobbers appear well satisfied with the outlook. Quotations now are:
Barrels, in wood .....21c gal.
In steel and drums .....18c gal.
Tank wagon (100 gals.).....17½c gal.
Benzine is quoted at 20c per gallon, in single barrels.

Glass and Putty.

There has been no change in the glass market, and the demand has been about as usual. There is a fair amount of building going on at the present time, and this has tended to brighten trade to some extent. Prices for both glass and putty will be found in the current quotation list.

TORONTO.

TORONTO, June 11.—As intimated last week, turpentine and linseed oil are showing activity. The former advanced one cent in Jacksonville during the week and has been followed here by a raise of two cents that goes into effect to-day.

Flaxseed has also gone up in Winnipeg, although oil remains unchanged. The only actual price changes in the local market during the past week, aside from that of turpentine were the further reductions in gasoline and naphtha, and a raise of twenty-five cents a barrel in resin. Paints and accessories head the list of the seasonal goods in local demand.

Turpentine.

Turpentine showed an advance of one cent in Jacksonville, that has been followed by a two-cent raise here that goes into effect to-day. Present prices are as follows:—
Less than barrel lots..... 75c per gal.
Single barrels ..... 69c per gal.
Two to four barrels ..... 68c per gal.
The quantity coming in at producing centers is much less than that of the corresponding period a year ago and such has been the case for some time.

An article described as second-run turpentine is being offered locally at reduced prices. No such variety is known to the manufacturers in general who maintain that at the price offered this article must be of very inferior quality.

Linseed Oil.

Linseed oil has recovered from its flabbiness and as intimated last week, is quite steady with prospects of a stiffening in price. Flaxseed has advanced considerably at Winnipeg.

It is said that only a limited amount of English oil is coming into Canada at the present prices and the market quotations depend upon this country's own production.

Robert A. Bird & Co.'s weekly report states that: "The world's shipments to Europe since 1st January are now down to the level of the quantity shipped during the same period last year, while supplies afloat are only half of the quantity afloat this date 1913. Stocks of oil in Europe are very much higher than usual and this fact has had a somewhat depressing influence on the market, in spite of other bullish influences.

Gasoline and Benzine.

Gasoline has dropped another half-cent since its tumble of last week, so that it is now twenty cents. This is in marked contrast to the prevailing rate of twenty-four cents that prevailed all of last summer. Benzine, following its one-cent drop of last week, has come down another half-cent, making it nineteen cents. Demand in both lines is good, that in gasoline particularly so. For three-barrel lots the rate is a half-cent less on both articles.

White Lead.

White lead remains unchanged as shown by the current market quotations. Demand for it in connection with paint lines in general is very good. There appears to be no present changes of a startling nature to be feared in this line.

Glass, Putty, Etc.

Glass plate is still forty and five per cent. off list for country and 50 and five off for city. Other quotations are unchanged as shown in current market quotations. These lines remain in fair demand, in conjunction with builders' supplies and paint lines.

Paints, Ready-Mixed and Dry Colors.

These lines are in very good demand and show no sign of falling off, in view of the promised good weather ahead. Prices are unchanged from recent and present current market quotations.

CATALOGUES AND BOOKLETS.

Morrill Products.

Chas. Morrill, New York, has recently issued an attractively designed and illustrated catalogue of twenty-four pages, featuring the Morrill Products, including saw sets, bench stops, box openers, nail pullers, liquid soap dispensers, hand punches, spike pullers, lead seal presses, etc. Copies will be mailed on request.

The heart of paint

70% Brandram's BB Genuine White Lead

is its base, because the life of the paint depends upon the endurance of the base.

30% Pure White Zinc

B-H "ENGLISH" PAINT

naturally excels in endurance, because the base for all colors that can be made with a white base is 70% Brandram's B. B. Genuine White Lead and 30% Pure White Zinc ground in pure Linseed Oil.

This is the guaranteed formula, from which we never depart.

B-H "ENGLISH" PAINT, which never fails to meet every requirement of the consumer, must be a profitable paint for the dealer to handle. Merit always wins out in the end—big business successes are based on quality.

B-H "ENGLISH" is made to meet the **steady** demand for an absolutely reliable paint. It is the kind of paint that turns the casual user into a regular customer.

Write us and we will tell you how you can get an agency of terms most favorable to you, including the constant help of our Advertising Department.



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $12 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....	9 00	
Samson single bit, handled, doz.	12 50	
Samson double bit, doz....	12 50	
Samson flooring axes No. 2. doz.	9 00	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless. Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam Grades, No. 1, 2, 3, Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 19½ gal.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00) list, 7-16 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 per cent.
Step Bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS. Lb.

Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $5.00; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.	6 60
With rim, 18x28, doz.	7 20
With rim, 20x30, doz.	7 80
Without rim, 18x24, doz. ..	4 00
Without rim, 18x28, doz. ..	4 50
Without rim, 20x30, doz. ..	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 12x60 ins.. doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash). Per doz.

Glass, doz.	3 50
Enameled, doz., net	3 50
Pony	$1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass) ..	3 50
Western King (Enamel) ..	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE). Per yard.

10 inches, 7 oz.....	0 05½
10 inches, 8 oz.....	0 05¾
10 inches, 10 oz.....	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.)

1 gal. jacketted, per doz....	2 70
2 gal. jacketted, per doz....	3 60
3 gal. jacketted, per doz....	4 20
5 gal. jacketted, per doz....	4 80
10 gal. jacketted, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire brick, English..17 00	21 00
Fire brick, American, low 23 00	25 00
Fire brick, American, high 27 50	31 00
Fire clay (Scotch), net ton	6 50
Fire clay (American), net ton	5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., per lb...	0 05
25 lb. tins, per doz., per lb..	0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls)..	0 17	
Cement (in 5 and 10 gals.)..	0 19	
Cement (in 2 gals.)	0 25	
Cement (in 1 gal.)	0 30	

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs.. ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5; chains (tie-out), 75 per cent.

12 in., doz. prs.....	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combina'n Cleaner	6 50
Cadillac Electric, Model C..	18 00
Cadillac Electric, Model D..	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER. Montreal. Toronto. Per 100 lbs.

Casting ingot $16 00	$15 00	
Cut lengths, round bars, ½ to 2 in....	27 50	
Plain sheets, 14 oz., 14x48 in., 14x60 in.	29 50	
Copper sheet, tinned, 14x60, 14 oz.	30 50	
Copper sheet, planished, 14x60, base..	37 50	
Braziers', in sheets, 6 x 4	29 50	

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

(CANADA) PLATES.

Ordinary, 52 sheets.	2 75	2 85
All bright, 52 sheets	3 85	3 85

Galvanized—

	Apollo	D. Crown	Corbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. and Famous—

	Per box
I C, 14x20 base....	$7 00
I X, 14x20 base....	8 25
I X X, 14x20 base	9 50

CHARCOAL

Raven and Murex Grades—

I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base.	7 00
I X X X, 14x20 b.	9 50

CHARCOAL PLATES.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x65, 50 sheet (boxes)

COKES BRIGHT

Bessemer Steel—

I C, 14x20 base....	4 50
20x28, double box.	9 00

CLEVICES, 7½c per lb.
CROWBARS, 4½c per lb

D

DOORS, SCREEN. Doz

Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Consumer Satisfaction

is the secret of success in your paint business as well as in your other lines. Your customers simply cannot help being satisfied if you sell them

Jamieson's Pure Prepared Paints

They are backed by over half a century of successful paint-making experience; a profitable line for you to handle.

Will you be our agent?

R. C. Jamieson & Company, Limited

MONTREAL **Established 1858** **VANCOUVER**

Owning and Operating P. D. Dods & Co., Limited



I would rather stroke a bird's wings than woman's hair.
And the fragrance of the rose pressed against my lips
Is sweeter and more sincere than woman's kisses. —El-Rami.

These who have read:
"The Soul of Lillith," written by Marie Corelli, no doubt have been struck by the cynical expressions of El-Rami as to women's constancy. Throughout the whole novel there is a tone of doubt of women in general, though in discussion with Feraz, his brother, he admits there are clever women and faithful women; but further states: "we men seldom choose them, we are fools and we pay for our folly."

There is NO DOUBT of the high quality of the goods we manufacture, **The High Quality is Constant.**
Take for instance **HARRIS HEAVY PRESSURE** "the babbitt metal without a fault."

We have spent years in experimenting in our chemical laboratory to produce a babbitt metal which would fill the bill in 95 cases out of 100 where genuine babbitt is used and our sales, which are increasing most rapidly, give evidence that the **quality is constant and the metal reliable.**

Engineers know that H.H.P. is built for service.
H.H.P. is the best babbitt metal for all general machinery bearings.
H.H.P. will not crack or squeeze out.
H.H.P. runs cool at any speed.
H.H.P. is copper-coated and copper-hardened.

Every hardwareman should carry a stock of **Harris Heavy Pressure.** You can honestly recommend it, **knowing the quality is there.** Our reputation and guarantee is back of every pound. Write for prices.

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE **TORONTO** **BRANCH FACTORIES** **Winnipeg, Montreal**

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14x20 base....	7 00	7 00
1 X, 14x20 base....	8 25	8 25
1 X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality.

1 C 14x20		4 65
1 X, 14x20 base....		5 65
1 X X, 14x20 base.		6 65

DUCK.

Yarmouth Double Filled.	29 in.
7 oz.	0 17¾
8 oz.	0 19½
10 oz.	0 24½
12 oz.	0 29½
Standard Single Filled.	
6 oz.	0 12½
7 oz.	0 14
8 oz.	0 15½
9 oz.	0 17½
10 oz.	0 19½
12 oz.	0 23¼
15 oz.	0 32

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list) ...	27½
Spear & Jackson (Eng. list)	35

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.

Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 45 p.c. English pattern, 45 per cent. Galvanized washtubs, 45 p.c.

GASOLINE.

Single barrels, 20½ gal.

GREEN, PARIS.

	Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks.	0 16¼	0 17¾	
250-lb casks..	0 16½	0 18	
100-lb drums	0 11¼	0 17½	0 19
50-lb drums.	0 11¼	0 17¾	0 19
25-lb drums.	0 11¼	0 17¾	0 19¼
1-lb pack ...	0 13¼	0 19¾	0 21¼
½-lb pack		0 21¾	0 23¼
1-lb tins	0 14¼	0 20¾	0 22½
½-lb tins	....	....	0 24¼
Arsenic, kegs	0 10¼	....	....
Petroleum, bbls.	0 10	....	....

GRINDSTONES.

Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz...	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS.

Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 35 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	2 75
Stearns wood track Special.	
Zenith	9 00
Atlas, steel covered.. 5 25	6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail....	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HATCHETS. Doz

Samson shingle, No. 1....	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 p.c.

Screw hook and strap hinge

Under 12 in., per 100 lbs..	5 00
Over 12 in., per 100 lbs..	4 25
Extra hooks for above, ⅝ in., per lb.....	5½
Extra hooks for above, ¾ in., per lb.....	5¼

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $9; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door, iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	Fox
No. 2, per doz..	1 60	2 50
No. 3, per doz..	1 70	2 90
No. 4, per doz..	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70	5 p.c.
Corrugated, ½ in., ft....		0 13½
Corrugated, ¾ in., ft.....		016

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel...	0 15	0 15
Toe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 08	0 08
Silver tool steel...	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.		0 06
¾ to 1 7-16 inch...		0 05½
1 7-16 to 3 inch...		0 65

Montreal 40%. Toronto 40%.

IRON, TINNED,

72x30 up to 24 gauge, case lots .....$	8 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	8 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 88
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set....	1 50
Asbestos, No. 90, per set....	1 20
Princess Electric, each.....	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each..	[illegible]
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and 20c ft.	
Chair Ladders, each.....$2 00	

(Roped Extension.)

20 ft. $3 00		42 ft. ....$ 7 95	
22 ft. 3 30		44 ft. 8 36	
24 ft. 3 60		46 ft. 8 74	
26 ft. 3 90		48 ft. 9 12	
28 ft. 4 20		50 ft. 9 50	
30 ft. 4 50		52 ft. 11 44	
32 ft. 4 80		54 ft. 11 88	
34 ft. 5 78		56 ft. 12 32	
36 ft. 6 12		58 ft. 12 76	
38 ft. 6 46		60 ft. 13 20	
40 ft. 6 80			

(Common Extension.)

20 ft. each .....$	2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each .....$	0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladder, each	2 00
Common, plain	5 60
Shelf-lock .....12c ft.	
Extra Heavy .....25c ft.	
26 ft. .... 3 90 48 ft.	9 12
30 ft.	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.

Banner Buggy, doz.	10 75
Banner Junior, doz.	11 75
Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz..	7 00
Cold blast, japanned, doz..	7 50
Cold blast, plain	7 00
Brass, well japanned, doz.	9 25
All brass, doz.	24 00

LANTERN GLOBES.

Cold blast, short ruby, doz	1 75
Cold blast, common ruby, doz.	1 60
Clod blast, short, doz.....	0 75
Cold blast, doz.	0 50
Prism globes, doz.	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. .....$	3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD. Montreal Toronto

Domestic (Trail), 100 lbs. 5 10		5 15
Imported pig, per 100 lbs. 5 10		....
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft. 750		7 50
Sheets, 3 lb. sq. ft.. 6 75		6 75
Sheets, 3½ lb. sq. ft. 6 62½		6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross....	33 00
Indian snap, per gross....	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A....	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

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F. J. COX, Winnipeg, Sole Agent for West

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WINDOW
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BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

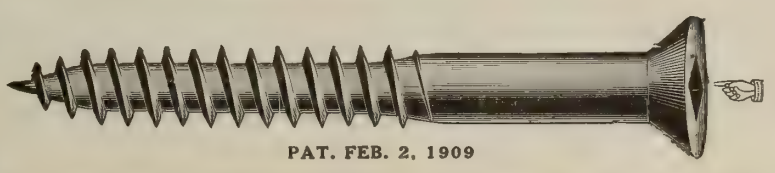
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL & TORONTO
WARRANTED PURE LINSEED OIL

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE
THAT
SQUARE
HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.
We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.
Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75

Extra Cloths.

Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 3 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in,. ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.20 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75%.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

	Capewell. Per cwt.
No. 4, in 25-lb. box	$8 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10. 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll..	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 55 p.c.

O

OAKUM.

Best (American), per 100 lbs.	8 00
U. S. Navy (American), per 100 lbs.	7 50
Plumbers (spun), per 100-lb. bales	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¾	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 26½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.

Tea lead, chest, 3 to 4c lb.

Lead (heavy, pipe, etc.), 3 to 4c lb.

Brass, heavy, 8 to 9c lb.

Brass, light, 7 to 8c lb.

Zinc, heavy, 3 to 4c lb.

Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).

	Per Coil Lots.
Fine, 30 ends to ¾ inch.	0 08¾
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft.. roll	0 43
Tarred Fibre, Cyclone, 25 lbs.. roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50

Per 100 lbs.

Oiled waterproof building paper, 600 sq. ft. roll	1 05

400 sq. ft. roll

O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40

Per 100 lbs.

Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Building Paper, p. cwt.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion Brand, 7 oz., per cwt.	$2 10

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pwgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of each)	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PIPE WROUGHT IRON

Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

Lapweld.

2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.

Lead waste pipe, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths	3 45
3 inch, in 10 foot lengths	4 20
4 inch, in 10 foot lengths	5 53
5 inch, in 10 foot lengths	7 60
6 inch, in 10 foot lengths	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices. Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

PLATED GOODS.

Holloware, 40% discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask" Nevada silver flatware, 42 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter. 13 20	14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 75 per cent.

Copper rivets, usual proportion fo burrs, 35 and 12½; burrs, 30 ½ per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ⅝-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10

	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready Roofing, 2-ply, Shield Brand, per roll	0 75
Ready Roofing, 3-ply, Shield Brand, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
Best Manila, base	0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton rope 3-16 in. and larger	0 24

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.

Disston's Hand, 10 per cent.

Simonds' Hand, 15 per cent.

Shurly & Dietrich, 35 p.c.

Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb., platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

ANY and ALL

Kalsomine or Wall Finish

Let there be no misunderstanding. That $100.00 offer of ours for the Sick Children's Hospital is open to any one, whether their product is called kalsomine or wall finish. It's all the same to us. We believe we've got the best article on the market and no product that claims to do what Muresco does is barred from the offer.

Benjamin Moore & Co., Limited, 6 Lloyd St., West Toronto

Look Alike to MURESCO

Do you sell it?

Means good profit for you and satisfaction for your customers.

Stephens PURE PAINT

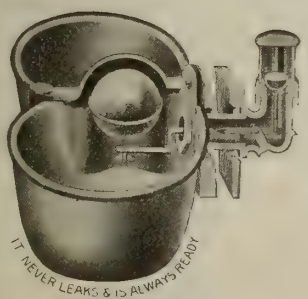
It is made from pigments that are purchased in the best market in the world, and combining them with Pure Manitoba Linseed Oil, using the latest and most up-to-date mills and mixers, we are enabled to turn out a class of paints that cannot be equalled by any other house in Canada.

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G. F. STEPHENS & CO., Limited
WINNIPEG, CANADA **Branch at Calgary, Alta.**

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Never Leaks—Is Always Ready

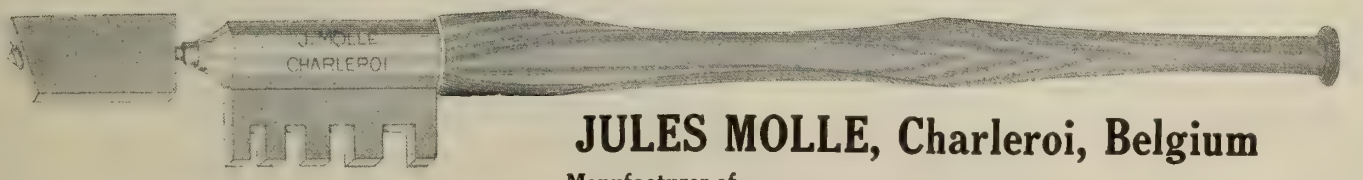


Attached to tank, barrel or pipe.
Waters several hundred hogs daily.
Can be adjusted on tank or barrel without tools.
Note Simplicity of construction. Made entirely of metal.
Will last a lifetime with care.
More HANDYS sold yearly than all other makes combined. ORDER A SAMPLE LOT and you will DISCOVER WHY.



NOVELTY IRON WORKS
STERLING, ILLINOIS, U.S.A.

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

Manufacturer of

Glaziers' Patent Diamond (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

Also Sole Canadian Agents for National Belgian Glass Co.
Saint-Roch-Auvelais, Belgium

SAP SPOUTS.
Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka, tinned steel, hooks, per 1,000 ..... 8 00

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.
O.H. bright, 80, 10, 7½, 10 p.c. 10 per cent. off list.
Wood, F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

SCYTHES.
Cast steel, doz. .....$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 05
Brush, per doz. 8 40

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 45
12 gauge	2 75	2 50
14 gauge	2 60	2 25
16 gauge	2 50	2 30
18 gauge	2 50	2 40
20 gauge	2 60	2 40
22 gauge	2 65	2 50
24 gauge	2 65	2 50
26 gauge	2 75	2 55
28 gauge	2 85	2 70

SHEETS (Corrugated, Galvanized).
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00
Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20 ..	3 95	3 75	3 95
22-24 ..	4 15	3 95	4 15
26 ..	4 40	4 20	4 40
28 ..	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo Brand.

	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 75	3 40
26 gauge	3 95	3 55
28 gauge	4 30	3 90
10¾ oz.	4 50	4 20

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks. 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness. 25 per cent.

SOLDER.

	Montreal	Toronto	Per lb
Tinker's bar	....	....	0 27
Wire solder, lb.	0 25½	0 25	
Bar, half-and-half, guaranteed	0 24½	0 23	

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING
Acme 0 19½
Easy 0 20¼
Star Extra 0 22¼
Hoyt's, strictly standard, wiping, 20 to 30c. lb.

SPELTER.
Foreign, per 100 lbs.. 6 00 5 50

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.
Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404. 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 4 90
Reliable Jr., No. 103, 50 ft., each 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1.00
Metallic, No. 4011x50, ea.. 1.35
Metallic, No. 4011x66, ea.. 1.55
Steel, No. 2891x50, ea..... 2.70
Steel, No. 4161x50, ea..... 3.00
Steel, No. 4161x100, ea... 5.15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIN. Montreal, Toronto.
Tin, per lb.40 to 40½c 33½

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.

5 ft., each.$1 50	14 ft., each.$4 20
8 ft., each. 2 00	16 ft., each. 4 80
10 ft., each. 2 50	18 ft., each. 5 40
12 ft., each. 3 00	20 ft., each. 6 00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over
Wrapping cotton, 3-ply.. 0 24¼
Wrapping cotton, 4-ply.. 0 26¾

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in.	.....	10 25
100 ft. 2½ in.	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in.	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.
Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80
Common Galvanized.
No. 1, doz. 6 83
No. 2, doz. 7 43
No. 3, doz. 8 48

WOODEN WASH TUBS.
Per nest.
Nests of 3—0, 1 and 2..... $2 25
Nests of 3—1, 2 and 3 .... 1 90
Nests of 4—0, 1, 2 and 3 .. 2 80
Per doz.
No. 0 ..... 10 50
No. 1 ..... 9 00
No. 2 ..... 7 50
No. 3 ..... 6 50

V

VALVES, ETC.
Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS, IRON.
Full box, 45 per cent.; smaller lots, 30 per cent.; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WASTE.
(See Paint Markets.)

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 10
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 00
Garden, steel wheel, doz... 32 40
Light garden, per doz. $22 80
Heavy garden, L-side..... 33 00
Heavy farm, solid side.... 33 00

WHIFFLETREES.
Tubular steel whiffletrees, 28 inches 0 70
Tubular steel whiffletrees, 34 inches 1 00
Tubular steel whiffletrees, 36 inches 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per b. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal. London.

WIRE, COILED SPRING.
High carbon, No. 9, $2.48 in cars.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FINE STEEL, GALVANIZED.
From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.15; 10, $2.80; 11, $2.85; 12, $2 30; 13, $2.55; 14, $3.15, in car lots straight or mixed.

WIRE, HAY, IN COILS.
No. 13, $2.35! No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE FENCING.
Galvanized barb 2 35
Galvanized, plain twist .. 2 95
Car lots and less.
F.o.b. Montreal and Toronto.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Less 20 per cent.

WRINGERS, MOP.
White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks	8 00	8 00
Part cask	8 25	8 50

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

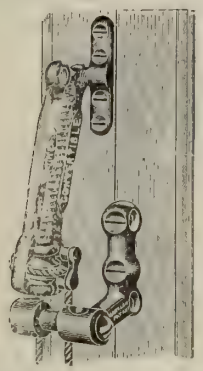
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple

Effective

Compact



1796 Iron
⅜ screw ... 4/
½ screw ... 6/6

1795 Brass
⅜ screw ... 5/6
½ screw ... 8/6

1797 Gun Metal
⅜ screw ... 6/6
½ screw ...10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs & Special Requirements Carefully Executed

Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

MAYMORE



This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the

Wall, Table or Floor



Write for New Catalog to

Thomas W. Kirby

75 Yonge St. Arcade

TORONTO

MAY & PADMORE Ltd BIRMINGHAM ENG.

DON'T LET NECESSITY DRIVE YOU

Increased cost of doing business, keener competition, revolutionized methods of merchandising, new demands of the buying public have forced many paint dealers to turn their paint departments inside out.

TO MAKE A PROFIT

YOU CAN BE AHEAD OF THE DICTATES OF NECESSITY BY SELLING

Maple Leaf Paints and Varnishes

Our proposition decreases your cost of doing business.

Because it is condensed, permitting more frequent turnover, and better profits on a smaller outlay.

It stands the gaff of the keenest competition and puts the M. L. agent ahead—where he can give the other fellow dust—not take his.

It has been adapted to the modern idea of intensive merchandising.

It meets every demand of the paint-buying public.

M. L. Lines Satisfy Both Dealer and Consumer

M L FINISHES THAT ENDURE

QUALITY

While Quality is the very essence of our proposition, and we place it above every other consideration to induce you to handle the M. L. Line, yet we co-operate with you through our DECORATIVE AID DEPARTMENT to develop trade.

Write us to-day for catalogue and descriptive color cards.





THE IMPERIAL VARNISH & COLOR CO. LIMITED

WINNIPEG TORONTO VANCOUVER

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 04
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs...	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Yellow ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25 lb. irons	0 16

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 50
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

GLASS SHEET.

Country discount 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec.

City discounts, 33 1-3, 7½ p.c.

Freight, equolized, Kingston, Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotations for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal In ton lots	Toronto Per 100 lbs
Elephant, Genuine ...	$8 75	8 50
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P.R. decorators, pu.	8 25	8 40
Crown and Anchor, pure, ...	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..	....	8 50
Purity C.O. Co.'s. Ltd		7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 20
"James Genuine"		9 50
Decorators Pure (Winnipeg)		8 80
Stephens' H. P. P. (Winnipeg)		8 30

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity	....	7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

LINSEED, BOILED.

	Montreal	Toronto
Single bbls.	0 63	0 66
3 to 5 bbls.....	0 62	0 65
6 to 9 bbls.....	....	0 64

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 60	0 63
3 to 5 bbls.....	0 59	0 62
6 to 9 bbls.	....	0 61

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Ped barrel 2 50

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums ..	2 60	2 70
Bladders, in bbls....	2 80	2 90

Pure Putty, 70c hd. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

TAXITE.

1 gal. cans, $2.10.

Mar-Not	2 70
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 69	0 76
Pure, single bbls....	0 67	0 69
2 to 4 bbls.....	0 63	0 68

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls..	1 00

ZINC (DRY).

Extra Red Seal, V.M.....	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 06¾

Farmers, Truck Gardeners and Horticulturists Know—

BERGER'S
PARIS GREEN

is the standard for quality and effectiveness.

The shade of Berger's Green is a sure sign of strength, purity and uniformity.

HOW IS YOUR STOCK OF PARIS GREEN?

Now is the time to get some more if the demand is steady. Your order will have our immediate attention no matter how large or small the quantity.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard "double," 60 and 10 per cent. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.63; No. 1, $5.63; No. 2, $6.25; No. 3, $6.88; No. 4, $8.13 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 50
26 to 40	4 85	7 00
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c. $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON, BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	"Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng...	4 75	5 10
28 Am. or 26 Eng....	4 50	4 85
26 Am. or 26 special.	4 25	4 60
24 Am. and Eng.....	4 10	4 45
22 Am. and Eng.....	4 10	4 45
18 & 20 Am. & Eng..	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz..	7 25

LEAD PIPE.
$7 coil; less coil, $7.50 cwt.

LEAD WASTE.
$8.35 per cwt.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $450; 8 inch, $4.75 Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .... 10c per lb.

POINTS.
Landslide plow, ⅛x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 27 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft...	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 87

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish, bbls.	2 00
Pure orange shellac varnish, bbl.	1 90
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.-20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE CLOTH BLACK
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

Making Satisfied Customers

Is the Recipe for Building a Real Business

RONUK FLOOR POLISH

Ronuk Floor Polish is so far superior in every respect to ordinary wax or varnish that everyone who buys it from you becomes a permanent customer—your best asset. Ronuk is a paste, different from ordinary wax or varnish. It sinks into the pores of the wood, and forms a finish smooth, durable and beautiful. It is easy to apply and polish, and never requires scrubbing.

Ronuk is being extensively advertised in newspapers and magazines throughout Canada, and the manufacturers are co-operating in every way to help dealers. Prices and information on application to

BY APPOINTMENT TO HIS MAJESTY THE KING.

The use of Ronuk in the Royal Palaces and the following large institutions attests its superiority:—

New Central Y.M.C.A., Toronto.
Notre Dame Congregation, Montreal.
Appleby School, Oakville.
Seminaire de Quebec, Quebec.
City Hall, Quebec.
New Private Patients' Wing, New General Hospital, Toronto.
C.P.R. Dining Rooms, Montreal.
And many others, a complete list of which will be sent on request. 39

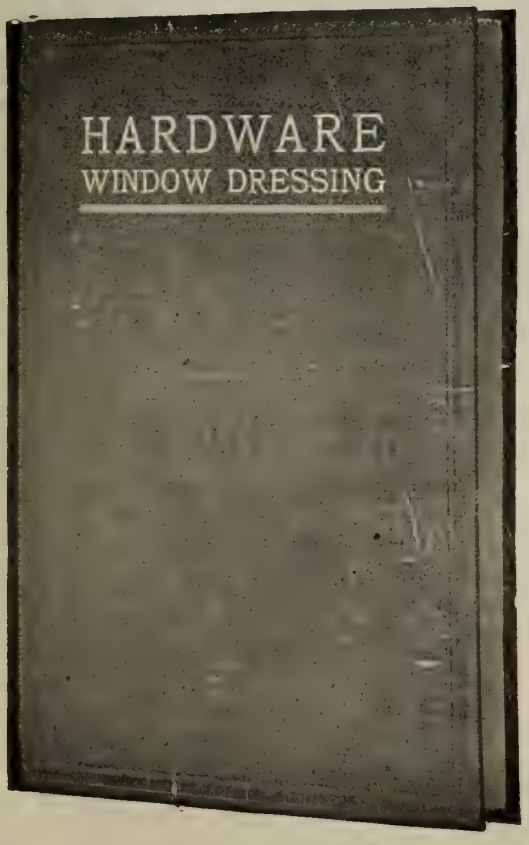
RONUK LIMITED

Portslade, England

Canadian Head Office - 53 Yonge St., TORONTO

WHOLESALE DISTRIBUTORS.

Cochrane Hardware, Limited, at Sudbury, Sault Ste. Marie, and North Bay, Ont.; The Marks, Clavet, Dobie Co., Limited, Port Arthur, Ont.; Chapples, Limited, Fort William, Ont.; The J. H. Ashdown Co., Limited, Winnipeg, Man.; The Brandon Hardware Co., Limited, Brandon, Man.; Millar Hardware Co., Limited, Portage la Prairie, Man.; Armstrong, Smyth & Dowswell, Limited, Regina, Sask.; The Wildren Moir Sales Co., Edmonton, Alta.; Douglas & Co., Limited, Amherst, N.S.; Summer Co., Moncton, N.B.; Manchester-Robertson-Allison, Limited, St. John, N.B.; Robertson, Foster & Smyth, Limited, St. John, N.B.; W. H. Thorne & Co., Limited, St. John, N.B.



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto



You Can Back These Paints

To Give Absolute Satisfaction

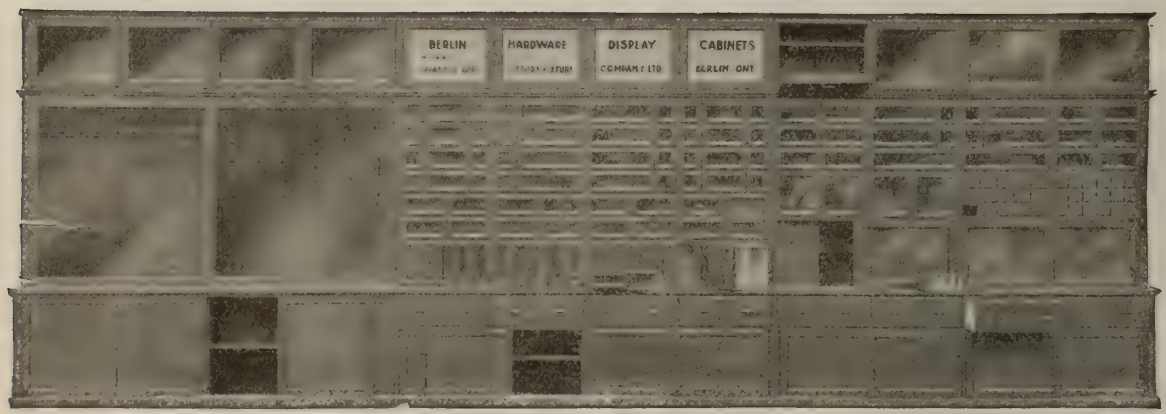
In the Ramsay line there is the right finish for every purpose; and an iron-clad guarantee for the quality of every can. That makes sales easy and profits big. In the Ramsay paints there is an ideal combination of honest, time-tried materials and modern, scientific skill in mixing.

That makes kicks rare.

What more do you want from your paint stock? Write us.

A. Ramsay & Son Co. Montreal

ESTABLISHED 1842



All stock systematically stored.

It's easy to get at quickly and is free from dust and dirt.

Berlin Hardware Display Cabinets

Save time and labor and give the store a very attractive appearance

They are designed to meet your special requirements, are made of oak and beautifully finished.

Goods are displayed behind glass doors or display front compartments. They never get dirty or dusty.

The method of display appeals to customers because they can see what they want at a glance. You do not have to look on shelves or in boxes or be continually dusting and cleaning tools to keep them in the prime of condition.

Will be pleased to furnish estimates.

The Walker Bin & Store Fixture Co., Limited

BERLIN :: ONTARIO

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

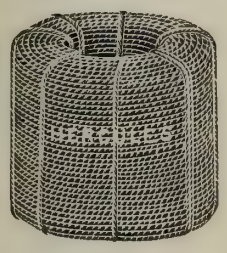
Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

SASH CORD

The Best Made



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

The gathering of the clans

"On to Toronto!"

YOU have doubtless noted with gratification the great movement for honesty and square dealing which is revolutionizing American and Canadian business methods. Our goods, our salesmanship and our advertising are being cleansed and vitalized by the spirit of truth and sincerity.

As a result, we see a growing public confidence in manufactured products and their advertising — a confidence which, if preserved and fostered, will decrease our costs, increase our profits, and become a business asset of incalculable value.

Foremost in the fight which has brought about this revolution stand the Associated Advertising Clubs of America, whose emblem is shown above. If you are a business man, interested in the manufacture, distribution, or selling of commodities of any nature, you should attend the Tenth Annual Convention of the A. A. C. of A. at

TORONTO

June 21-25, 1914

At this Convention you will hear the inspiring story of the manner in which these tremendous reforms are being effected. More than this, you will hear the problems of distribution, merchandising, salesmanship and advertising discussed by able and successful business men, in a series of open meetings.

These meetings will cover the questions of chief interest to the 10,000 business men comprising the 140 clubs of the A. A. C. of A. —*your own* problems included.

EDWARD MOTT WOOLLEY, the famous writer on business topics, has written a booklet entitled *"The Story of Toronto."* This booklet describes in a forceful, intensely interesting manner, the wonderful work the A. A. C. of A. are doing for clean advertising and square business methods, and the significance and importance of the Toronto Convention. This booklet will be sent free to all business men asking for it on their business stationery—together with detailed facts as to the convention programme and rates for accommodations.

Address Convention Bureau

ASSOCIATED ADVERTISING CLUBS OF AMERICA

TORONTO CANADA

Sanderson-Harold Screen Doors

Sell on sight



They are strong and well made, and any one can tell it at a glance.

Frames are held rigid by well-glued dowels.

We use only the best grade of black wire cloth.

Our special up-to-date machinery assures a fine, smooth surface for our weather exposure fillers and varnishes.

All our doors are very carefully inspected and packed.



We carry large stocks of all designs in sizes as below:

A—2′ 6″ x 6′ 6″.
B—2′ 8″ x 6′ 8″
C 2′ 10″ x 6′ 6″
D—3′ x 7′.

Write us now for booklet showing our complete line.

We'll deliver all orders immediately.

Sanderson & Harold Co., Limited

Paris, Canada

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Louis Riel was Not a Fighting Man

"Riel had a wonderful capacity for uttering philippics. Despite his extravagant, vain, erratic, and mercenary characteristics, he could at any time set the French half-breeds of the West into excitement and violence as easily as he could set the autumn prairie on fire with his flint and steel." So Rev. R. G. MacBeth begins his stirring series in MacLean's Magazine for July, of personal reminiscences on the fighting line in 1885. As a young lieutenant on the scene of the trouble, the author tells, with the story-teller's magic, the events of thirty years ago, of which the present young Canadian generation has history only. This series is well illustrated and is full of intense interest throughout.

Hugh C. Weir's serial, entitled Madelane Mack — Detective, begins in this issue. This has not yet been published. Each instalment is a finished story in itself.

Other articles of careful selection will compel attention by their inherent newsiness and information. Here are a few of them.

Alcoholism—From the Angle of Efficiency. By John Barron.
Military Training. By Col. Winters.
The Miracle of the X-Rays. By Dr. Bates.
To Foster Art in Canada. By J. E. Staley.
Efficiency in Business. By One of the Emerson School.
May Irwin—Dramatic Widow. By Margaret Bell.
Glen Campbell—Westerner. By Robson Black.
Happy Children Make Efficient Men. By Dr. O. S. Marden.
The Business Situation. By John Appleton.

This is a repertoire for July that may well gratify any Canadian.

See that MacLean's gets to your library desk. It dignifies Canadian art and letters.

Send us a postcard and have your name placed on our subscription list.

Subscription $2.00 a year. *Twenty cents a copy.*

WRITE DEPARTMENT M.

The MacLean Publishing Co.
LIMITED

143-149 University Avenue, Toronto, Canada

The PULL-EASY Garden Cultivator



IT IS ADJUSTABLE TO ANY WIDTH ROW

This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

For Sale by all Leading Canadian Jobbers.

THE PULL-EASY MFG. CO.

110 Barstow Street WAUKESHA, WIS.

Old Standard Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACKS

Are Recognized Everywhere AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc.
Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

ASK YOUR DEALER.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

ESTABLISHED 1849

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.

Canada Wire & Iron Goods Co.
HAMILTON, Ont

GLASS

of every description for building purposes

Sheet, Plate, Figured Leaded, Mirrors

A trial will convince you that our quality, prices and service are a triple combination hard to beat.

The Consolidated Plate Glass Company of Canada, Ltd.

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.



Ask Any Good Mechanic

Why He Prefers

STAR

Hack Saw Frame No. 14

and he will tell you, because, like all "STAR" products, he knows it to be absolutely reliable.

Star Hack Saw Frame No. 14 is made specially for rails, girders and large work generally; has hand-saw handle, which gives secure hold and can be furnished with auxiliary handle, if required.

This is a standard article, rightly made and rightly priced, that should be in your stock. There is always a demand for these standard frames and none is better known than the STAR, hence easy and profitable sales.



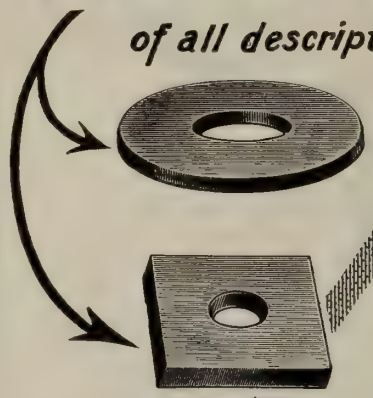
Write for details and a copy of our New Dealers Catalogue.

Millers Falls Company

Millers Falls, Mass.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.

The Stratford

LAWN CHAIR

is very attractive, strong and durable.

Has a nice hardwood, varnished frame, and stock duck in green or red for seat.

Adjusts to four positions. Folds flat.

Packed 6 in a bundle (3 red and 3 green).

Be sure to have a few of these on hand, as they are good sellers.



No. 17
With Arms

The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.



They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write

The

R. McDougall Co., Limited

GALT, CANADA

For Good Profit
Sell

STAR BRAND SOLES

They go splendidly with Cobblers' Outfits.

Star Brand Soles are made from our own leather and we guarantee them to outwear all others.

Stock them now! Soles will come to your liking and sales surprise you.

Beardmore & Co.
TANNERS
Toronto Montreal

MONEY WALKS
as well as talks

It takes a much longer time to walk back to you if you send it 1,500 miles further away.

BUY GOODS made in the West and reduce the length of time in which your money will get back to you.

Remember that right in the West, in use for the WESTERN MARKET only, is a plant that is as complete as any in Canada to-day.

This is the only factory in the West which makes everything in the Sheet Metal line that Western Canada needs.

Boost the home-made goods and insist upon being supplied with the products of

Winnipeg Ceiling & Roofing Co.
LIMITED
P. O. Box 2186 H Winnipeg, Man.
CALGARY, ALTA. Sheet Metal Mfg. Co., Ltd.
EDMONTON, ALTA. Edmonton Metal Works Ltd.

Robt. Sorby & Sons, Ltd.
SHEFFIELD

We desire to thank you for following so closely the different advertisements we have been running for the past 12 months.

We realise that it is our duty to bring these goods to your notice and have pleasure in announcing that our Canadian trade is ever growing. Our plant has been considerably extended and we carry a heavy stock of the many special lines we make for the Canadian market.

Geo. H. Saywell Co. Winnipeg and Montreal



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS
Millbury, Mass., U.S.A.

Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros is 15c each. Cash with order.

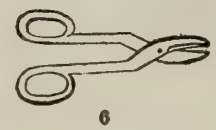

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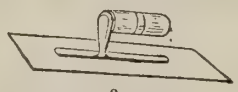

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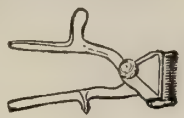

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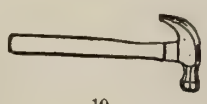

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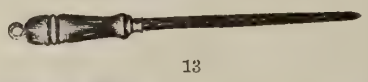

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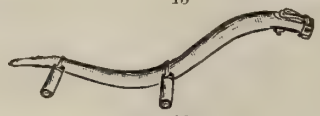

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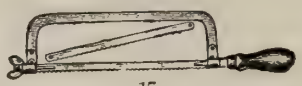

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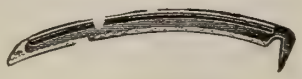

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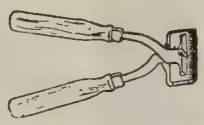

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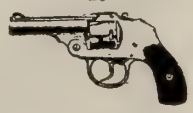

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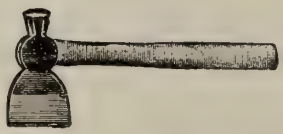

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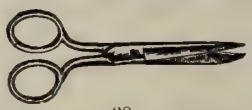

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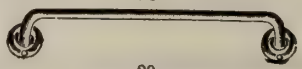

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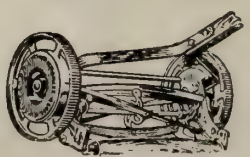

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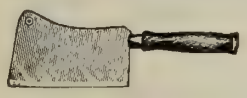
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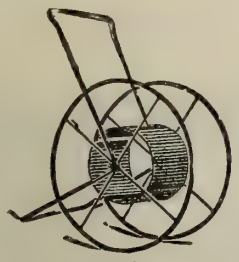
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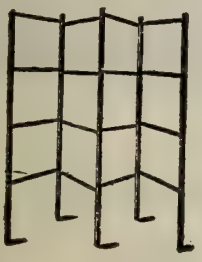

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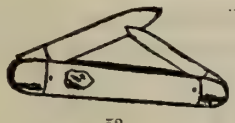

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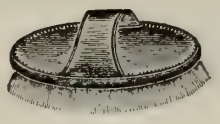

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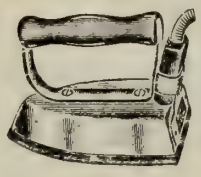

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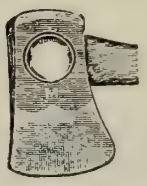

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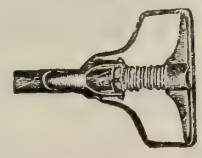

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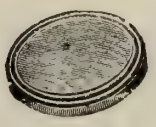

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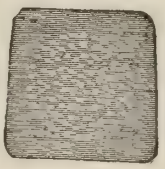

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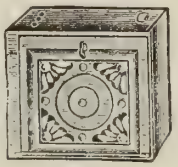

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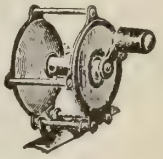

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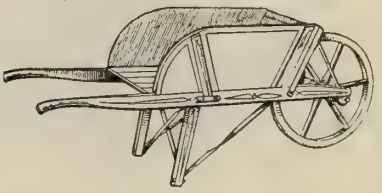

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Hardware and Metal, 143-149 University Ave., Toronto, Canada

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ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE

We have EVERYTHING unapproachable in quality

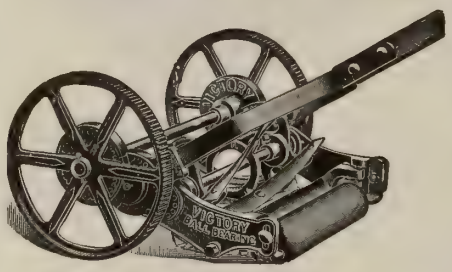
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Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"



THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

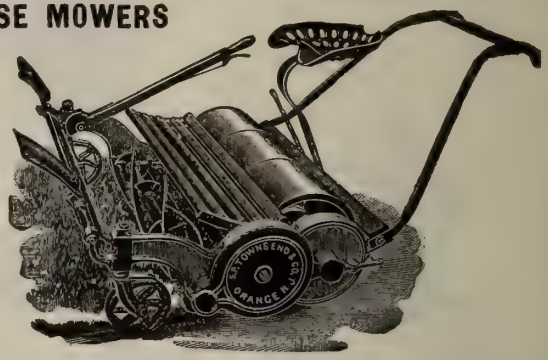


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

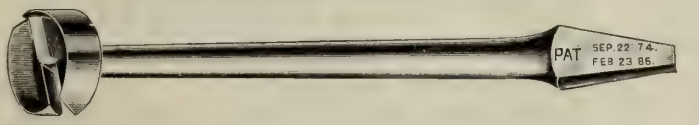
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

ROOFING *Of Quality*

"BLACK CAT" "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H.McComb Limited *Montreal*



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



No. 1902. Brass.
No. 130. Tinned.
3 sizes.

"HENDRYX"
A WORD FOR QUALITY

PARROT CAGES

The season is on for parrots. For the next three months young parrots are in great demand. The "HENDRYX" cage has never been equaled. Every wire being riveted to each rail affords positive security for keeping the birds.

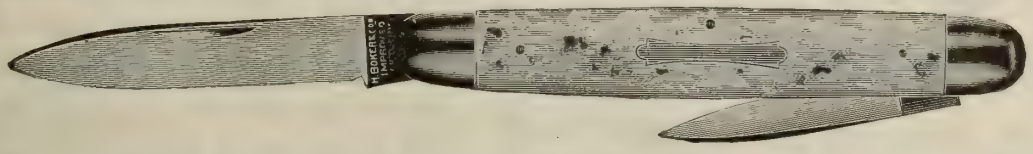
THE ANDREW B. HENDRYX CO.
NEW HAVEN, CONN.



No. 1914. Brass.
No. 85. Tinned.
6 sizes.

Most Up-to-date Hardware Stores Sell

H. Boker & Co.'s "TREE" Brand Cutlery



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

Ask Your Jobber to Show You the "Tree" Brand Lines.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.



THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON
GEO.W.LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.

YALE



FREE SLIDES

Get your name on the screen at the Moving Picture Show

THE people at a moving picture show are always good humored. They have come to be amused. They want something to happen every minute. And if you have something interesting to say to them on the screen while the operator is changing the reels, they will listen to you and carry away a good impression of your store.

We will supply the "interesting something to say." We show in the illustration above one of these clever slides. You don't often see as good a slide as this—it will get the attention of the audience swiftly and surely, and with your name lettered on it big, it will make strong advertising for your store.

We furnish these handsomely colored slides free with your name lettered on them. Write us about them.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers

General Offices and Works: St. Catharines, Ont.

Business Development

¶ Do you ever feel that your present occupation prevents the development of your business talent?

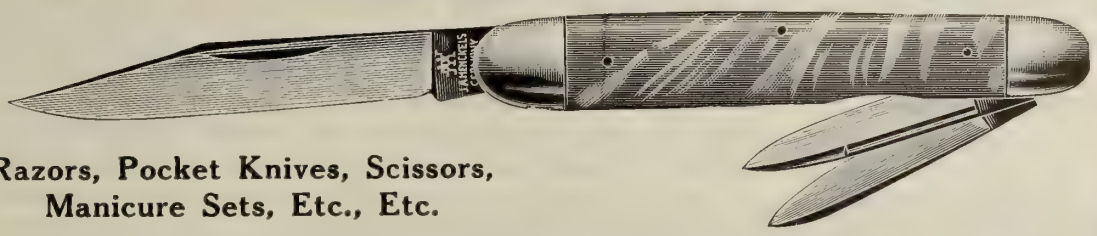
¶ Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.

¶ We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

MacLean Publishing Co.,
143 University Ave.
Cir. Dept. **TORONTO**

Henckels TWIN-WORKS Cutlery

for those who want quality goods.



Razors, Pocket Knives, Scissors,
Manicure Sets, Etc., Etc.

Sole Agents for Canada: **F. W. Lamplough & Co., Unity Bldg., Montreal**

PEASE HEATING SYSTEMS

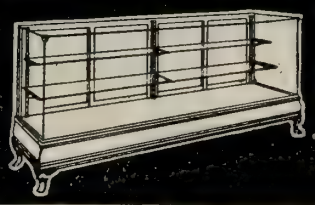
MOST DURABLE
MOST ECONOMICAL
COST LEAST FOR REPAIRS

Write to-day for Catalogue and Price

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton
Montreal.

Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



Write us for full particulars and estimates

KENT, SON & CO.
261 King St. West
TORONTO

W. H. Morley & Sons

"Clover Leaf" Brand

Cutlery for Canadians
Fully Guaranteed



Easily Sold
Good Profit

Ask your jobber for it.



Chorus of Plumbers
Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

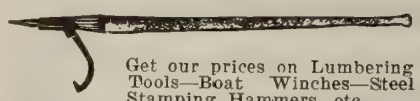
the paste flux that
SIMPLIFIES SOLDERING
and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO Montreal
Canadian Agents

SPOONER'S No Hot Boxes
NON-FIBROUS ANTI-FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

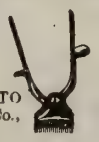
FINE LAMP BLACKS



The Bear Brand Germantown Black Brings Customers Back-formore
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

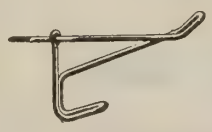
PRIEST'S CLIPPERS
THAT'S SUFFICIENT





SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All number of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.
Brass Wire Clothes, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Tugs.
PROMPT SHIPMENTS
Otterville Manufacturing Co., Limited Otterville, Ont.

Cement Sidewalk Tools
The Best in the Market. Send for catalogue.
T. Slack & Co.,
145 Brock Ave., Toronto, Ontario.
W. J. Wells, Sales Agent,
510 Church St., Toronto.

YOUR GUARANTEE



Install **GIPE-HAZARD CARRIERS**—use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, isn't it? ¶Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes. ¶**Send for our new Catalog G.**

GIPE-HAZARD STORE SERVICE CO., LTD.
97 ONTARIO STREET, TORONTO, CANADA

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED. OWEN SOUND.

Great Improvements
—IN—
HAMMERS



ONCE USED,
ALWAYS USED.

Unequalled as Nail Pullers,
Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN. N.Y

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Your store

will produce Bigger Results in business and save you much time and labor if you instal our Convenient, Attractive Fixtures



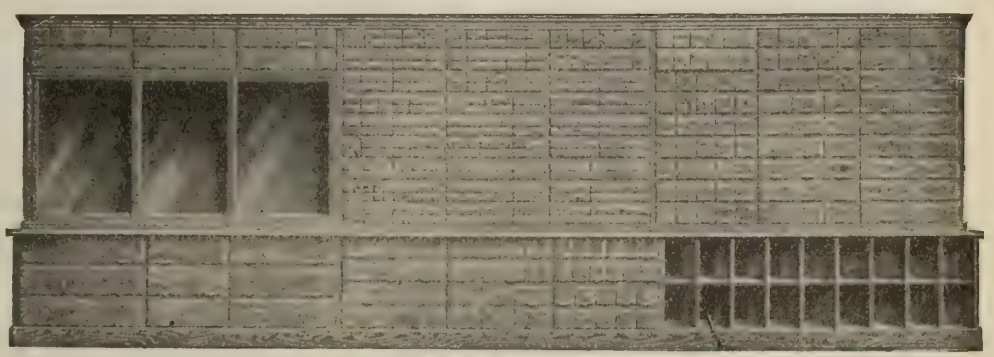
Nail Bin Counter with Panelled Front and metal-lined Nail Bins

An assortment of our metal shelf boxes, such as the one illustrated below are not only attractive, but, by having the articles displayed on the outside of each box you enable your customer to make selection quickly, and often calls to his attention articles that he would otherwise have forgotten. They also enable you and your clerks to give much quicker service, which effects a saving of time for both you and your customers.

We also manufacture **Display Counters, Nail, Bolt and Screw Cabinets,** etc.

Send us a rough sketch of your store and we will suggest several arrangements and quote you prices.

Cameron & Campbell - Toronto



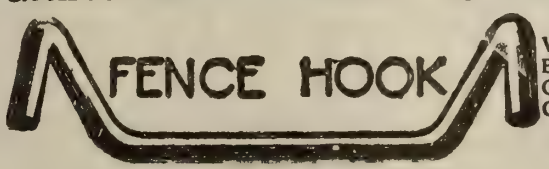
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

"HARDWARE CLERK WANTED; EXPERIenced only need apply. State age and salary. Must commence at once." Geo. Taylor Hardware, Ltd., Cobalt. (24)

SITUATIONS WANTED

HARDWARE CLERK, THOROUGHLY EXperienced in all lines of hardware desires position with wholesale or retail western firm. Best of references. Box 100, Hardware and Metal, Toronto. (23)

ADVERTISER WITH 15 YEARS' EXPERIence of hardware trade seeks position in office or road. Good references. 195 Hutchison St., Montreal. (24)

WANTED—HARDWARE CLERK THOROughly experienced in all lines of hardware desires position with wholesale or retail Eastern firm. Best of references. Box 541, Cobourg, Ont. (23)

TRAVELER, YOUNG MAN, TWELVE YEARS' experience builders' and general hardware, would like to represent builders' hardware manufacturer, Prairie Provinces or British Columbia. Box 110, Hardware and Metal, Toronto. (26)

TRAVELER, YOUNG MAN, TWELVE YEARS' experience general and builders' hardware, would like to represent British Columbia wholesaler. Box 111, Hardware and Metal, Toronto. (26)

FOR SALE

FOR SALE—THE BUSINESS OF THE VANcouver Hardware Co., established 1886. Located on best retail street in the city. Stock and fixtures, $30,000. Will sell outright as a going concern, or retiring manager's interest. A good opening for a live business man. Apply to Anderson & Warnock, 613 Granville Street, Vancouver, B.C. (23)

FOR SALE—HARDWARE BUSINESS IN growing Western city of 18,000, or present owners will leave $100,000 in the business. Annual turnover nearly quarter million. Two energetic men wanted to take charge of management and office, investing $50,000. Good opportunity for right men. Box 112, Hardware & Metal, Toronto. (23)

EXCHANGE

EXCHANGE.—SECTION IMPROVED LAND for hardware or general store. D. A. Ketchin, 1360 Rae St., Regina, Sask. (30)

MISCELLANEOUS

I LOCATE NEW TOWNS IN THE WEST and build. These I am prepared to sell or rent. This gives an opportunity to start on the ground floor. Have just now a splendid opening in hardware on the Grand Trunk Country, second to none. For further particulars address Box 108, Hardware and Metal, Toronto. (26)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

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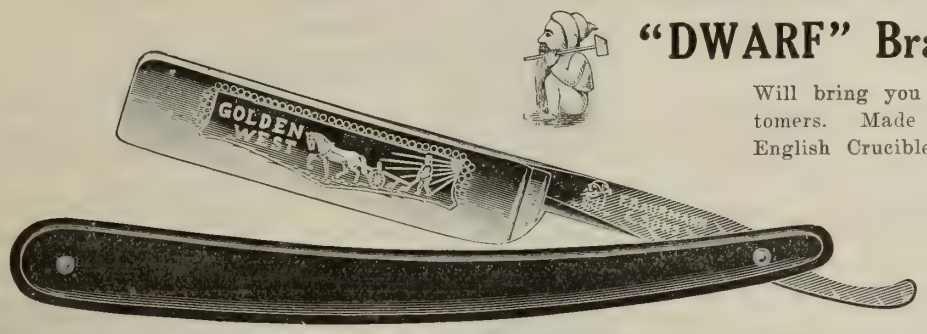
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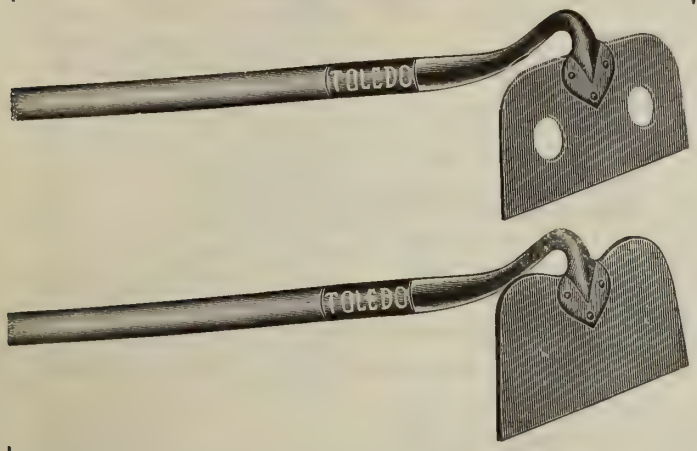
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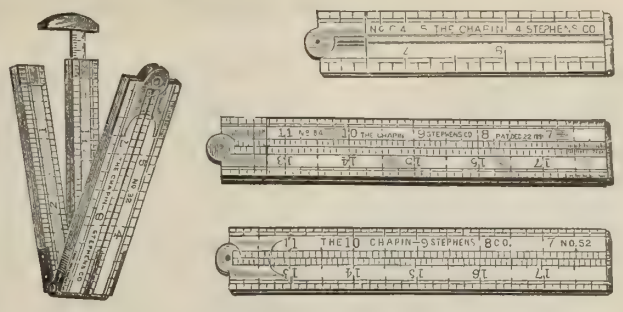
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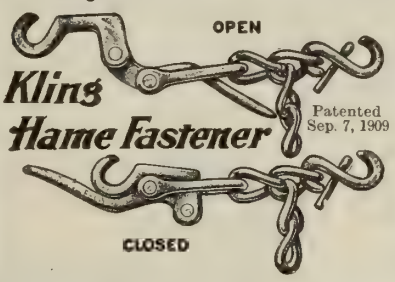


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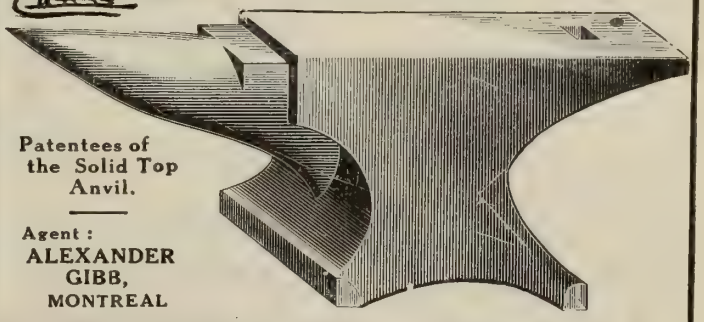
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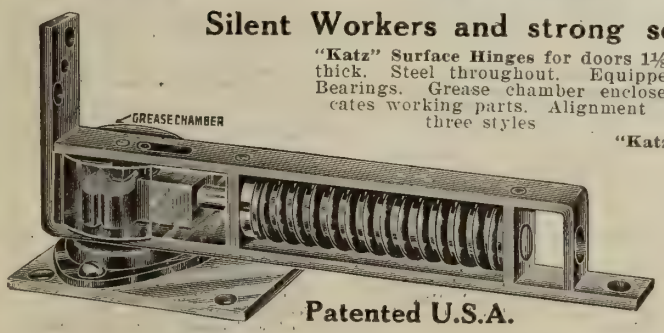
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Silent Workers and strong sellers

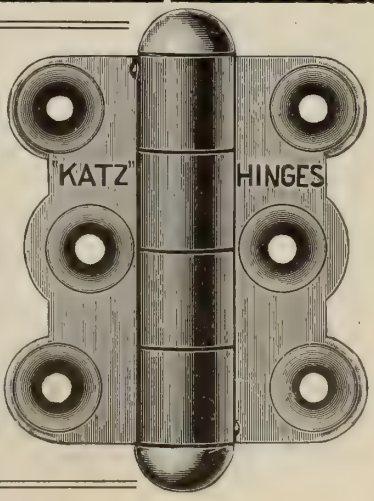
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Galvanizing.
Canada Metal Co., Toronto.
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Galvanized Iron.
O-Rib-O Mfg. Co., Winnipeg.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pedlar People, Ltd., Oshawa.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Steel Tanks.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
Metal Shingle & Siding Co., Preston.

Galvanized Ware.
H. S. Howland Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
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E. T. Wright Co., Hamilton.

Garden Cultivators.
C. S. Norcross & Sons, Bushnell, Ill.
S. L. Allen Co., Philadelphia.

Garden Tools.
The Adamite Wheel & Mfg. Co., Hamilton.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gas Engines.
Can. Fairbanks-Morse Co., Montreal.

Gas Engine Silencers.
Maxim Silencer Co., Hartford, Conn.

Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gauges.
Can. Fairbanks-Morse Co., Montreal.
L. S. Starrett Co., Athol, Mass.

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Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.
B. & S. H Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.

Glass Paper.
A. Ramsay & Son, Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

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Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.

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Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Taylor & Thompson, Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Buck Bros., Milbury, Mass.

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Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

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Harrington & Richardson Arms Co., Worchester, Mass.
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Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.

Hammers.
Double Claw Hammer Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

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The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.

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Taylor Forbes Co., Guelph, Ont.
Watrous Acme Mfg Co., Des Moines, Iowa.

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Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

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H. S. Howland Sons & Co., Toronto.

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Canada Steel Goods Co., Hamilton.
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Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

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Henderson & Richardson, Montreal
The Stanley Works, New Britain.
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The Steel Co. of Canada, Ltd., Hamilton.
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Hooks, Moulding.
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Laidlaw Bale-Tie Co., Hamilton, Ont.

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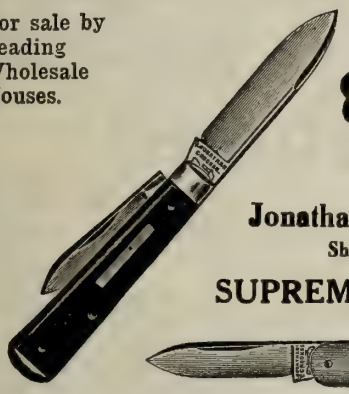
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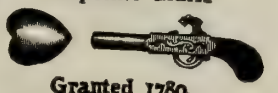


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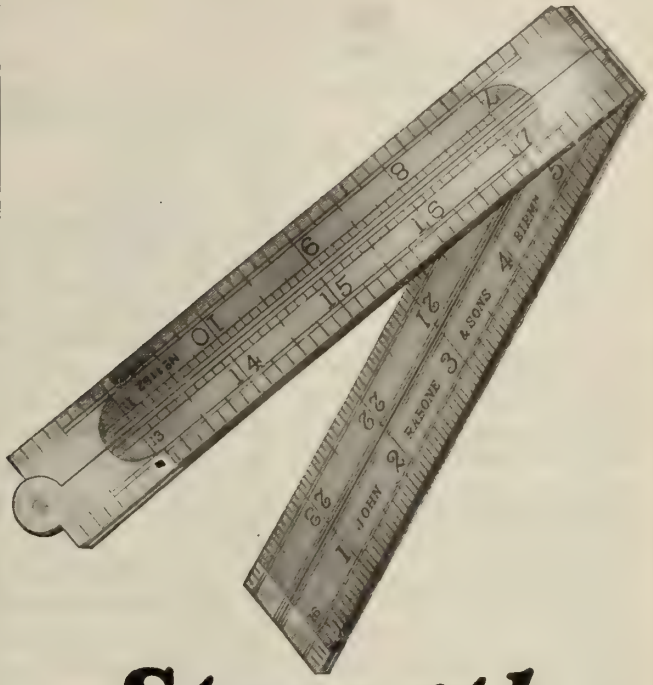
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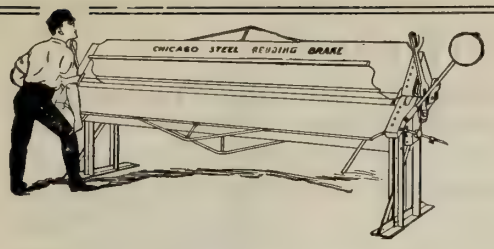
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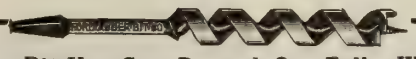
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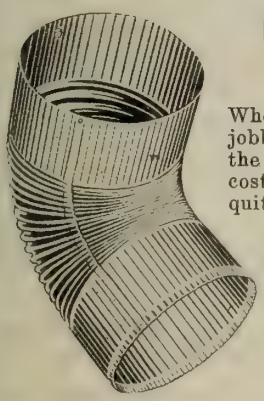
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HAMILTON, ONT.

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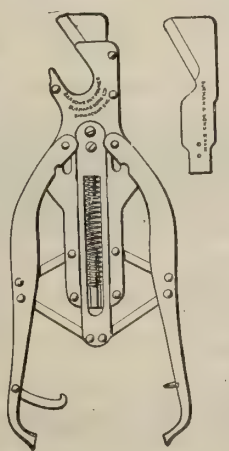


We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.

Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works

LONDON, CANADA



THE "BARROWS" PRUNER

Special Features:—

- A perfectly easy and smooth "draw-cut" action.
- Immense power by lever blade and toggle motion.
- Detachable blades.
- The only pruner that does not pinch or squeeze the shoot.

Made by Burman & Sons, Limited, Birmingham, England.

Trade supplied by

B. & S. H. THOMPSON & CO. Limited

MONTREAL

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E. T. Wright Co., Hamilton.

Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spools and Bobbins.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

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A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville.
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G. F. Stephens & Co., Winnipeg.
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Steel, High Speed.
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Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Steel Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

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Burrow, Stewart & Milne Co., Hamilton.
Clare Bros. & Co., Preston.
Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
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Butterfield & Co., Rock Island, Que.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
J. Rabone & Sons, Birmingham, Eng.

Technical Books.
MacLean Publishing Co., Toronto.

Tents and Awnings.
Scythes & Co., Toronto.

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The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tinware.
Hoods, Ltd., Birmingham, Eng.

Tools.
Buck Bros., Milbury, Mass.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

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Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

Torches.
Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
J. H. Still Mfg. Co., St. Thomas, Ont.

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Northern Electric Co.
Onward Mfg. Co., Berlin, Ont.
Clements Mfg. Co., Toronto.

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Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Pedlar People, Ltd., Oshawa.
Metal Shingle & Siding Co., Preston.
Metallic Ceiling Co., Toronto.
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Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

Wash Boards.
Wm. Cane & Sons Co., Newmarket, Ont.
Meakins & Sons, Hamilton.

Wash Tubs.
Wm. Cane & Sons Co., Newmarket, Ont.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

Wall Paper Cleaner.
Climax Cleaner Co., Cleveland, Ohio.

Washers.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Weeders.
C. S. Norcross & Sons, Bushnell, Ill.

Whips.
Hamilton Whip Co., Hamilton, Ont.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hdw. Co., St. Louis, Mo.

Window Screens.
Sanderson, Harold Co., Paris, Ont.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

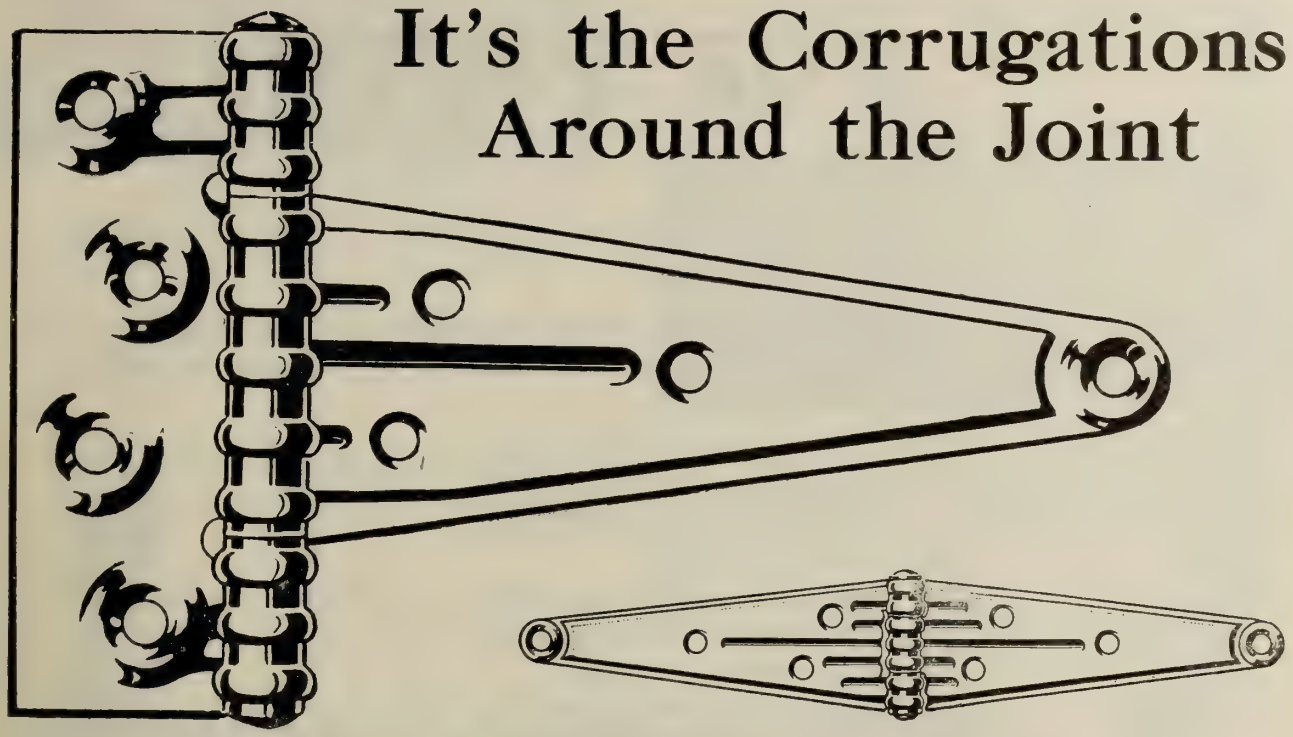
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barns Mfg. Co., St. Catharines.

It's the Corrugations Around the Joint



THAT MAKE

Stanley's Corrugated Hinges

so much stronger than the old style strap and T-Hinges.

Instead of binding on the pin and breaking soon after they become rusty, Stanley's Corrugated Hinges, because of their construction, never bind and consequently are not subjected to the uneven strains that even the toughest steel can not long withstand.

STRONGER, LIGHTER IN WEIGHT, NEATER IN APPEARANCE

it is not surprising that Stanley's Corrugated Hinges are becoming more and more popular every day.

In ordering specify **Stanley's**
No. 935 Corrugated Heavy Strap Hinge
No. 937 Corrugated Extra Heavy T-Hinge
Sizes, 4 to 12 inches.

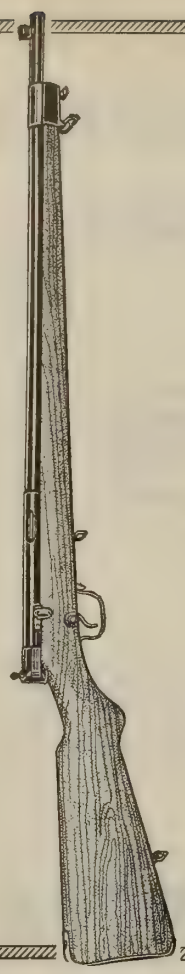
Besides the plain steel, these hinges are also made in Japanned and Galvanized finishes, or Galvanized with Brass Pins.

Packed in barrels, **or one pair in a box with screws.**



Manufactured by
THE STANLEY WORK
NEW BRITAIN, CONN.
Canadian Representatives:
A. MACFARLANE & CO., Montreal

TRADE S.W. MARK



FOR YOUTHS

The Summer trade in light calibre rifles is now on.

It will pay you to make a special display of ROSS "CADET" Rifles.

This .22 calibre rifle has been adopted by the Canadian Government for use of Cadet corps, and has successfully withstood all possible tests.

It is strong, safe and accurate. Its action is speedy, its sights, of a novel design, are equal in effectiveness to many special sights, retailing at over $5.00.

There is a fair margin to dealers, besides the satisfaction of handing out a superior article.

THE ROSS RIFLE COMPANY

QUEBEC, CANADA



Atkins

The Saw that has made good

Here is a chance to increase your Saw business. Let us tell you how. A letter or post card is sufficient.

ATKINS Sterling SAWS

For Every Purpose
A Perfect Saw

E. C. ATKINS & CO.

Canadian Factory:
Hamilton, Ont.

Vancouver Branch:
109 Powell St.

Our Mixed Metal Sales Amount to over $5,000,000 Annually

Our **Bar Solder, Wire Solder, Lead Pipe, Bar Lead, Traps, Bends, Lead, Copper, Tin and Antimony** have the same long experience back of them, and they pay a reasonably good profit. **A trial will convince you.**

Hoyt Metal Co., Toronto, Ont.
New York, N.Y.; London, Eng.; St. Louis, Mo.

"Frost King" Babbitt

is very high in quality, which is the result of 40 years' experience in selecting and compounding of metals.
For high-speed machinery, engine and pump work, we believe it is far from being equalled.
It will bring you many re-orders.





THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL LUFKIN GOODS

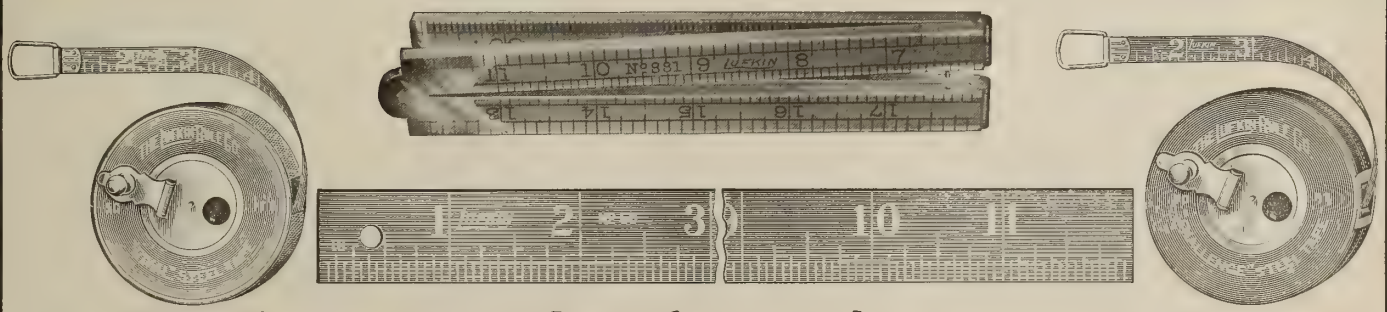
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

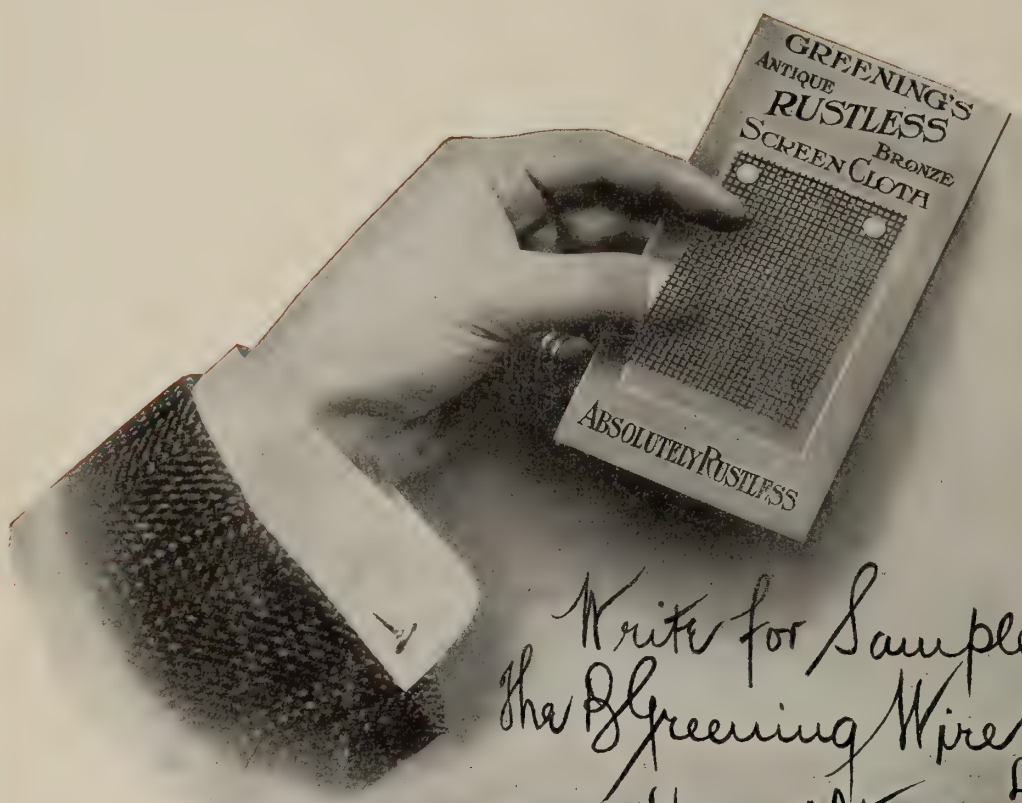
THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock LUFKIN Goods



THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



Write for Sample

The B. Greening Wire Co.
Limited

Hamilton, Canada.

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 25

June 20, 1914

JOHN STRONG CO. LIMITED
Hardware & General Builder's Supplies
LENOX, ONT. Apr 2 1914
Sold to John Douglas

100	Sacks Canada Cement		1.72	80
20	lbs 8d Wire Nails			60
10	" 10d " "			30
5	" 20d "			15
1	#6 Crosscut Saw		1	10
1	Cs 8x10 Glass			25
3	S.T. Saw Files			30
6	prs. 8" Strap Hinges			45
1	#568 Yale Lock		0	50
2	#2 Sq. Shovels		1	50
				11.20

Canada Cement Sells the Rest of the Bill--

When a man comes into your store to buy cement for a concrete building, you know that he needs other supplies to complete it. He will naturally buy these at the same time that he buys the cement. The attached bill is a sample of what you can sell him.

To keep this trade, you should sell that kind of cement which will give him the greatest satisfaction.

CANADA Portland CEMENT

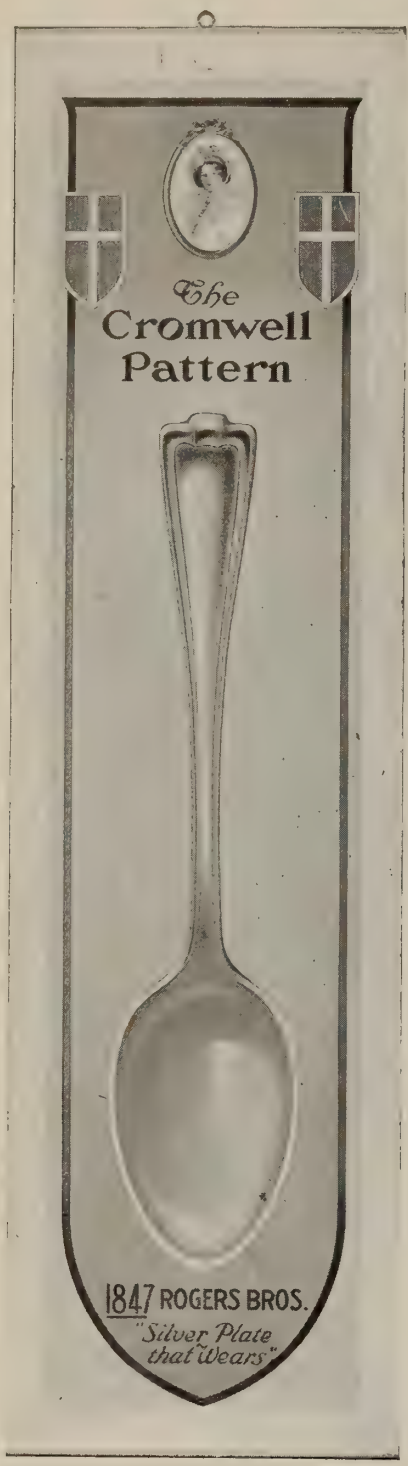
is made in twelve large mills, situated so as to supply all parts of Canada promptly and at minimum prices. By producing such large quantities every year, it is not only possible, but economical, to have a well-trained staff of skilled men to oversee every detail of manufacture from the time the raw material enters the mill until it is delivered to you.

CANADA CEMENT COMPANY LIMITED
PORTLAND CANADA CEMENT MONTREAL

The best way to put yourself in a position to get this additional trade is to write at once for terms to

Canada Cement Company
Limited
912 Herald Building, Montreal

SALES OFFICE AT
Montreal
Toronto
Winnipeg
Calgary



THE "CROMWELL"

This new design is one in which simplicity and beauty are combined with strength and durability. Delicate are the lines of ornamentation, yet the weight of each piece comes in the right place. Like all

1847 ROGERS BROS.

"Silver Plate that Wears"

it is made in the heaviest grade of silver plate and is sold with an unqualified guarantee made possible by an actual test of 66 years, and backed by the most persistent and extensive advertising in the history of silver plate.

The "Cromwell" Banner, beautifully lithographed in colors, a very delicate green being the predominating tint, is 40 inches in length and will attract attention wherever displayed.

This Banner and Advertising helps—free of charge.

Write for circular describing methods of co-operating with the dealer.

MERIDEN BRITANNIA CO., LIMITED

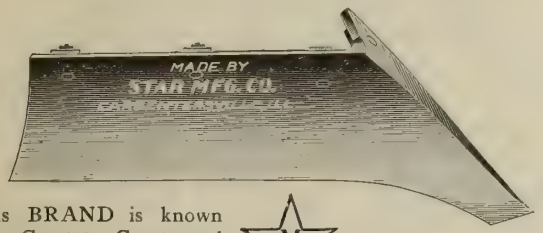
HAMILTON, CANADA

MERIDEN, CONN. CHICAGO NEW YORK SAN FRANCISCO

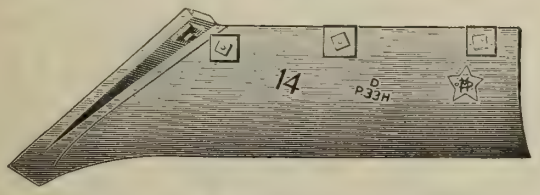
STAR

FITTED and BOLTED duplicate Plow Shares are most RELIABLE for repairs.

All the popular makes can be obtained.



This BRAND is known from Coast to Coast, and through Canada to the Gulf



THEY MEAN Satisfied Patrons and Constant Friends TO TRADE WITH YOU.

"SAFETY FIRST" for them MEANS "Safety First" FOR YOU.

Then ask your Jobber for Star Brand Shares.

Star Mfg. Co., Carpentersville, Ill.

CANADA'S VERY BEST

ALL-STEEL WAGON JACK

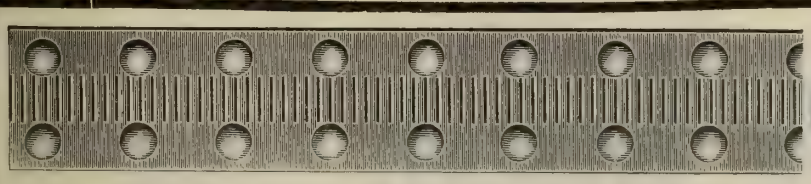


No. 528
Four Sizes

Large Base Gives Good Footing

The ram of this jack is double, not single, and the lift is adjustable on the ram for a distance of ten inches. Lift grips both sides of ram at once. Lifts perpendicularly. Compound leverage.

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.



ORDER STANLEY No. 3000

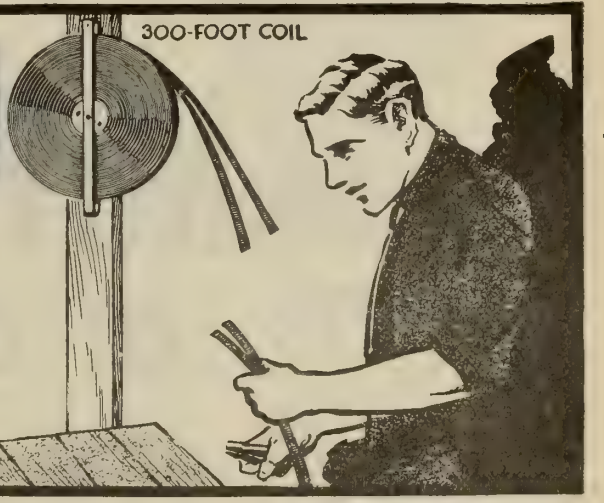
"TWINROLD" COILED DOUBLE

Self-Tightening Box Strapping

See page 95

The Stanley Works, New Britain, Conn.

Canadian Representatives: A. MACFARLANE & CO.
CORISTINE BUILDING, MONTREAL



AUTOMATIC ELECTRIC WASHER

(BUY IT IN CANADA)

This machine possesses so many attractive features and is so absolutely pleasing to the people who use it, that there is no excuse for there being any other Electric Washer.

Dealers who delight in the friendship of their customers and who take especial delight in selling something better than can be had elsewhere, cling to the Automatic.

Such character does not come by accident; it is the result of a perfect 100% score, when considering Simplicity, Mechanical Operation, Materials, Workmanship, Efficiency, Convenience, Ease and Safety.

Made in both Electric and Engine Power types, also in Bench or Platform type.

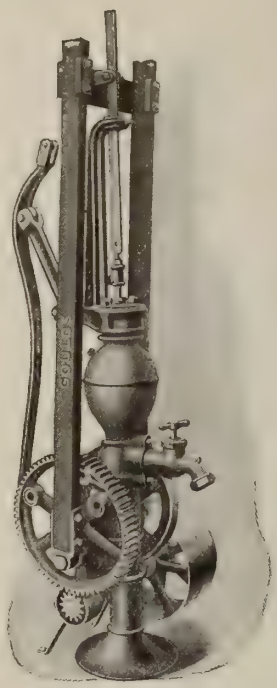
A beautiful 32-page book, called Bulletin 107, gives full particulars regarding washing machines. It is free. Write for it.

Sold by Canadian Jobbers.



AUTOMATIC ELECTRIC WASHER CO., INC.

NEWTON, IOWA, U.S.A.



Pumps of All Kinds

We will gladly help you to choose the right pump for your service or that of your customer. Our experience placed, through you, at the disposal of your customers will give them that service which will make them permanent, profitable patrons.

Goulds Reliable Hand Pumps and Fairbanks-Morse Water Systems

will solve any pump problem most economically and to the lasting satisfaction of your customers. Built on common-sense lines, they are designed for durability and ease of operation.

Write at once for information regarding your particular problem.

The Canadian Fairbanks-Morse Co., Ltd.

Montreal Toronto Winnipeg Calgary Quebec
Ottawa Regina Edmonton St. John Hamilton
Saskatoon Vancouver Ft. William Victoria

Canada's Departmental House for Mechanical Goods



NOW MADE IN CANADA

WRITE YOUR JOBBER TO-DAY FOR

NEW PRICES



SWAT THE FLY!

DON'T FAIL TO JOIN THE "INDEPENDENT ORDER OF FLY SWATTERS."



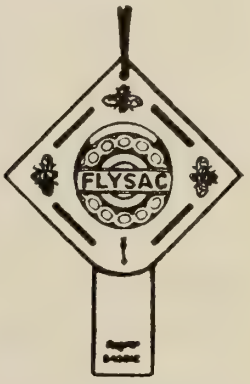
"With slime and filth they cover their feet Then wipe it off on our bread and meat."



Tangle Foot Fly Paper

Economical and Sanitary. Always a good seller. It doesn't let the flies get away to fall into food dishes. Size sheets, 9x16 inches.

25 double (50 single) sheets.....$0.84
250 double (500 single) sheets 7.50



Flysac

The best tape fly-catcher made. Tape pulls out to 27 inches, ¾ inch wide. Evenly and thickly coated with a sure-catching gum.

No. FC, per box of 50 .....$1.60



Balloon Fly Trap

Tinned Wire Body, Tin Bands, Red Stained Wood Bottom. Height 6½ in., diam. 5¼ in.

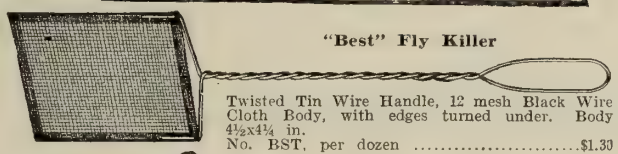
No. BF, per dozen $2.60



Lewis Bros. Special Fly Repellant

A Sweet Smelling Cream-colored Paste. Healing and soothing to irritated skin. Will not grease nor soil clothing, tackle, gun, etc.

2 oz. bottle, per doz....$5.00

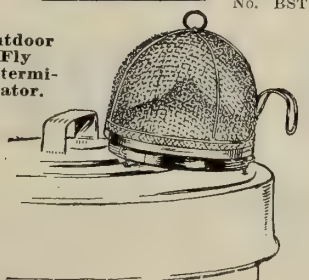


"Best" Fly Killer

Twisted Tin Wire Handle, 12 mesh Black Wire Cloth Body, with edges turned under. Body 4½x4¼ in.

No. BST, per dozen $1.30

Outdoor Fly Exterminator.



Catches them in their breeding places. Can be set on shelf or table, fastened to garbage can or barrel. Brass Plated Wire Body, Brass Plated Tin Bottom. Height, 5 in., diam. 4¼ in.

No. OD, per dozen $5.80

Liberal Discount to Dealers



Faultless Fly Killer.

Constructed of Fine Steel, Wire Tufts which allows the air to pass through when striking. Kills without smashing. Tinned wire head, 5x4¼ inches, 15-inch black enameled wood handle.

No. B.I.G., per dozen $2.10

LEWIS BROS. LIMITED, MONTREAL

OTTAWA - TORONTO - VANCOUVER

The Steel Company of Canada, Limited

Hamilton, Ontario

We carry a large stock of Standard sizes from ⅛" to 12" (inside diameter) from which we can make immediate shipments of

WROUGHT PIPE

Agricultural Pipe
Bedstead Tubing
Conduit and Signal Pipe

Steam and Gas Pipe
Fencing Pipe
Railing Pipe

Black and Galvanized **Standard and Extra Heavy**

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a **Clean Surface,** free from blisters and other irregularities.

Uniformity is a quality found in our pipe, both in material and workmanship, which increases the life and usefulness.

The Thread is of **Even** and **Perfect** cut which insures a snug fitting with the coupling.

Every length is tested to 600 lbs. pressure per square inch.

LEAD PIPE

MADE OF THE BEST PIG LEAD

Soil or Waste **Composition Gas Pipe** **Fountain or Aqueduct**

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

For Contractors!



SMP Contractors' Bucket
No. 1600

WHY?

HOT GALVANIZED—Fills the seams and makes a stronger bucket.

LOW PATTERN EARS—Put on below **reinforced** rim, and fastened with 4 rivets through each ear.

REINFORCED RIM—The best contractors' buckets first wear out along the top rim. We reinforce this top rim with 5/8-inch half oval rod, fastening same with **6** rivets just underneath the 1/4-inch wired edge.

THE PROOF!

Take the best bucket sold to contractors anywhere and a **SMP** contractors' bucket and hammer both of them on the mortar board as laborers do. The **SMP** bucket will outwear any three of them.

SMP "QUALITY"

Shipments Made Promptly

SMP "QUALITY"

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Are You One of the Capable Men of Your Locality?

Does your present income permit you to enjoy all the every-day luxuries, an occasional vacation trip, a new watch, bicycle, or possibly an extra fall suit?

We are anxious to appoint a capable man in your district to represent MacLean's and The Farmer's Magazine.

In all parts of the country hundreds of energetic men are representing our publications, supplementing limited home incomes, or, in other cases, making this work their only vocation. Some of them earn more than managers of leading concerns.

The work is enjoyable, keeping you out of doors and in touch with the activities of the community. You will not be a canvasser, for as a representative of MacLean's or Farmer's Magazine you will be received as one of the successful, capable men of the community. Consequently your success is assured from the very start.

On each order, new or renewal, you will receive a definite commission, so that your salary will be gauged entirely by your efforts. No previous business experience is necessary. We coach you and co-operate with you at all times. If you will write us to-day, we will gladly tell you further about the work.

Do not delay Writing

The MacLean Publishing Company, Limited
143-149 UNIVERSITY AVE. **TORONTO, CANADA**

Starrett Tools
That Are Not Measuring Tools



42-326

Of course, the word "Starrett" makes everyone think of Precision tools for fine measuring. However, in addition to our measuring tools we have made from time to time certain special tools to meet the demand of mechanics who were dissatisfied with the tools then on sale.

Into these special tools we have put the same care, skill and fine material that have made our fine tools so widely used, and we know that hardware dealers can make easy sales on these tools merely because they bear the name, "Starrett." They will back up the Starrett reputation after they are sold.

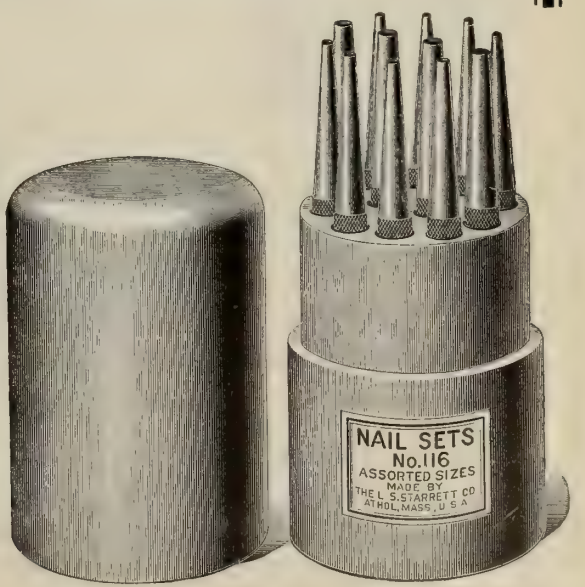
We show here a few of these tools and we want you to remember them when you have a customer for this kind of goods. The nail sets in particular will appeal to carpenters and pattern-makers, as they are made of the best steel, perfectly tempered so they will stand long service without chipping or mushrooming.

Our catalog No. 20M.A. shows the full line and gives prices. Send for your supply.

The L. S. Starrett Co.
ATHOL, MASS.

NEW YORK—150 Chambers St. **CHICAGO, ILL.—17 No. Jefferson St.**
LONDON—36-37 Upper Thames St., E.C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Center Testers, Clamps, Drill Blocks, Gauges, Hack Saws and Frames, Levels, Micrometers. Rules, Scribers, Speed Indicators, Squares, Test Indicators, etc.



BY INVITATION
MEMBER OF



NEW YORK U.S.A.

The GREAT-WEST TROLLEY HANGER

For—
Warehouse, Factory and Barn Doors.



Massive, Strong
Scientific, Noiseless
Lateral and Vertical
adjustments.

Hardened Roller
Bearings.

Easy to put up.

The Great-West is the strongest Hanger of any.

Apron—6" long, 4" wide, $\frac{3}{16}$" thick.

Adjustments $1\frac{3}{4}$" to $2\frac{3}{4}$".

Packed 1 pair in a box complete.

CANADA STEEL GOODS CO., Limited, Hamilton, Ont.
Makers of the RELIABLE Crescent Brand Butts and Hinges

Hand or Power Washing Machines and Clothes Wringers

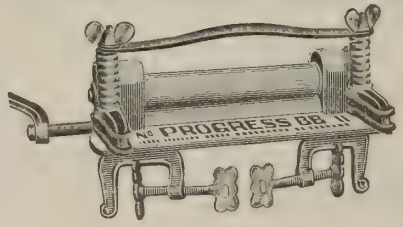
We manufacture this One line only. We make them Right and They made us.
The Largest Makers of Home Laundry Appliances in the British Empire.



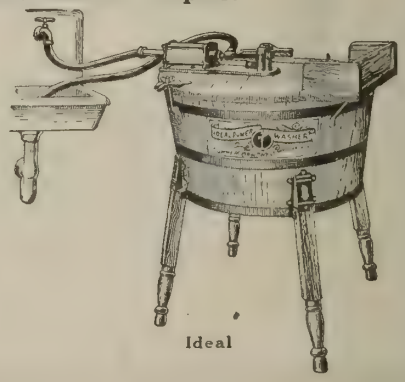
New Idea.

Sold Everywhere

A Single Machine or a Carload available for immediate shipment.



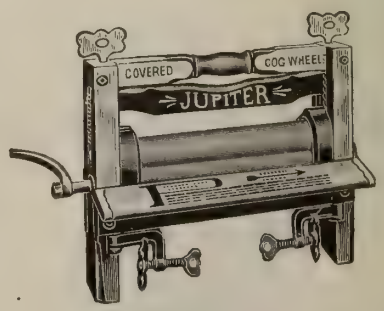
Progress.



Ideal



Warwick.

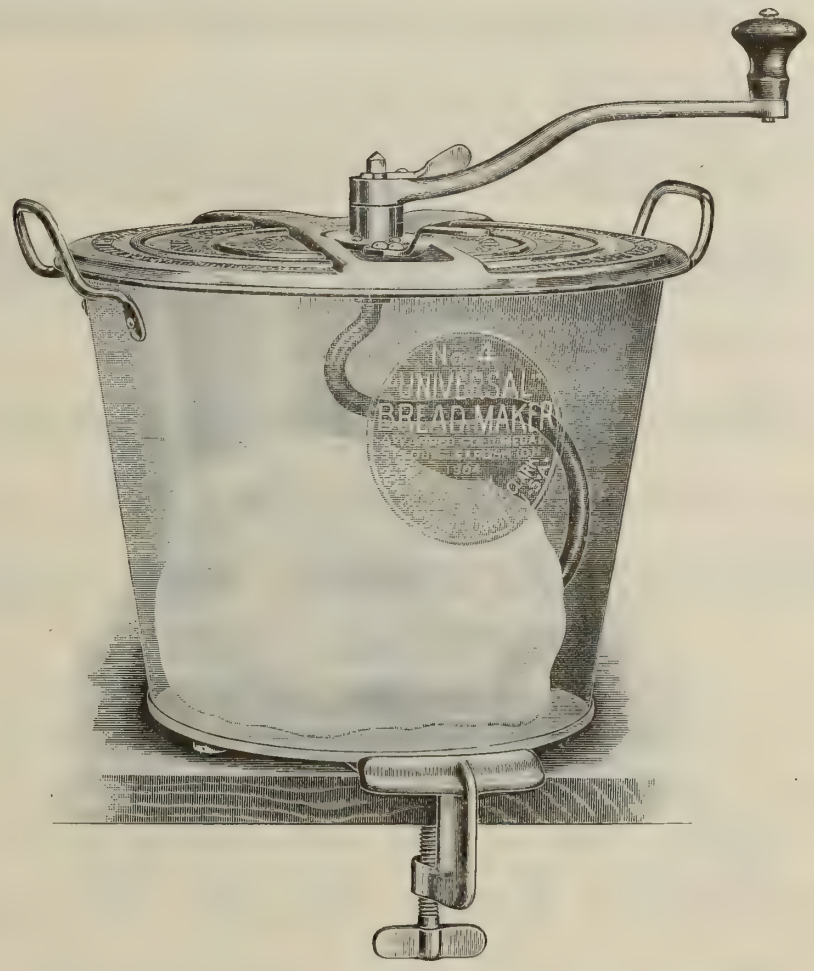


Jupiter.

Cummer-Dowswell Limited, Hamilton, Ont.

"UNIVERSAL" Bread and Cake Makers

will appeal to every woman in your vicinity





By featuring articles which will lessen and lighten the duties of housework, you make a friend and customer of every woman in your vicinity. As the woman buys practically everything used in the house, she is naturally your best customer.



UNIVERSAL Bread Makers

Mix and knead perfect bread in three minutes. Sanitary in that the hands do not touch the dough. Make better bread than can be made by hand. Four sizes from $1.50 to $2.50 each.

There will be furnished an attractive display stand with the first order for one dozen Bread Makers, together with an assortment of Show Cards and Lantern Slides. Now is the time to go after this trade. Write your jobber for prices, or direct to us.

UNIVERSAL Cake Makers

Mixes batter for all kinds of cakes—simple or rich, whips cream, beats eggs or kneads stiff dough. Two sizes. Prices $2.00 and $3.00 each.

UNIVERSAL

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U. S. A.

UNIVERSAL

? R. U. Getting the Benefits ? "BRANTFORD ROOFING"

will bring to your business—

1st We have Quality Goods--
2nd We Give All Orders Promptness--
3rd We Protect Our Agents--

Write For Samples, etc., etc.

BRANTFORD ROOFING CO. LIMITED
BRANTFORD, ONT.

The Nut Must "Give" in the Bite of a "W&B" Machinists' Knife Handle Wrench



EACH "W&B" MACHINISTS' KNIFE HANDLE IS WARRANTED

The jaws stand up to the requirements of hard usage. The openings have greater capacity than other makes. The head and bar are drop forged in one piece. The grip is easy and does not tire out the user. "W. & B." Machinists' Warranted Knife Wrenches have no weak points.

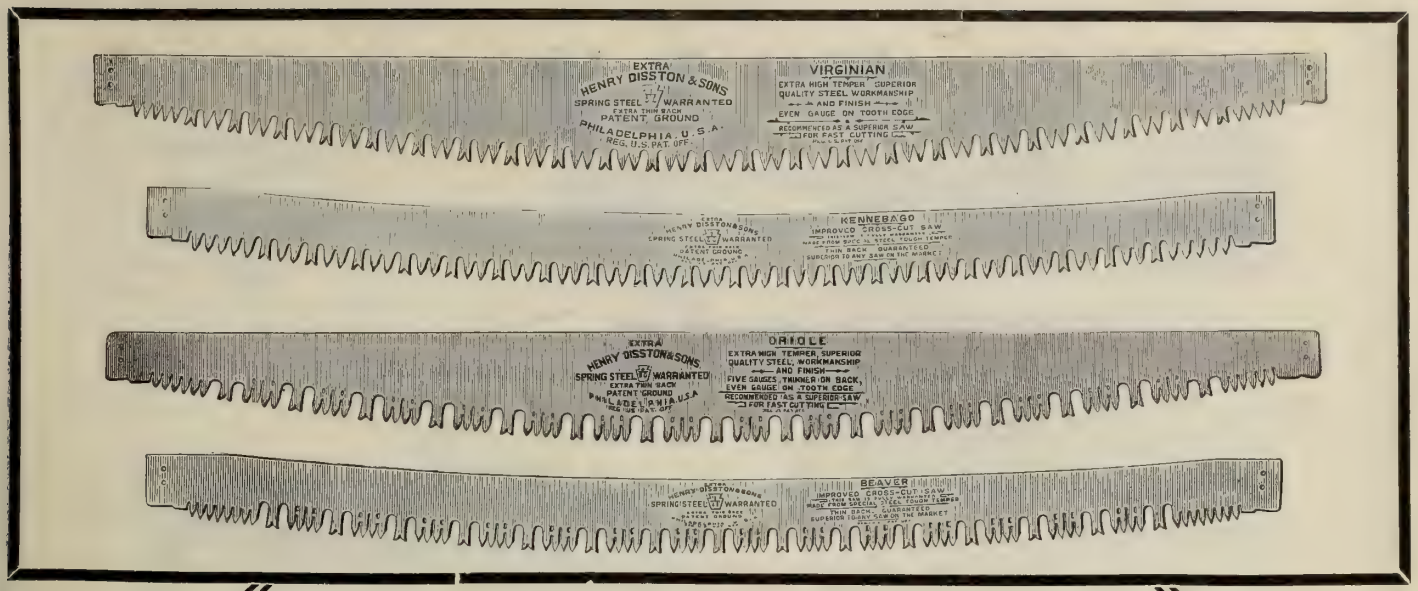
Tools of Quality Bear These Marks

Your jobber will supply you. In case he is out of stock, and you are delayed in getting your orders filled, write us direct. We will see that you are supplied.

WRITE FOR CATALOG NO. 82-B.

The Whitman & Barnes Mfg. Company
ESTABLISHED 1854

Office and Factory at St. Catharines, Ont. **Stocks carried at Winnipeg and Montreal**



A Stock of Disston Cross-Cut Saws Will Increase the Popularity of Your Store Among Good Lumbermen

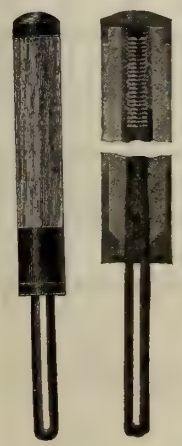
The man who pulls on a Cross-cut saw day after day wants a saw that will make his labor as light as possible. He knows as soon as he puts a saw to work whether its grinding, stiffness, and the set and keenness of the teeth are good. When he asks for

DISSTON CROSS-CUT SAWS

you know it is because he has found they are the best.

Why not cater to this growing demand, and give your customer the best, whether he asks for it or not? In one case you have pleased him. In the other you have not only given satisfaction, but have established a quality reputation for your store.

Send for our Cross-cut saw booklet—the most complete ever published.



DISSTON NO. 122 HANDLE

is gaining wider favor every day through its durability and the ease and speed with which it can be attached and detached.

It will be noticed in the sectional view that the cap is made with a long neck, tapped to fit the threaded end of loop rod. This rod extends through the handle, making the connection and line of pressure, when on saw, from top of handle to bottom edge of blade, insuring a strong, firm grip on saw, without the possibility of lost motion or wobbling. The length of this handle is 8 inches, and the diameter 1¼ inches.

Henry Disston & Sons, Limited

Keystone Saw, Tool, Steel and File Works

TORONTO, CANADA

Branch at Vancouver, B. C.

ELEY

CARTRIDGES

We Load for the World!

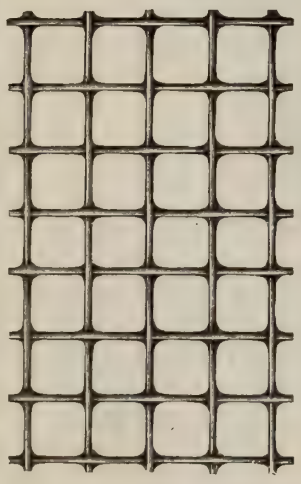
¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

WIRE CLOTH

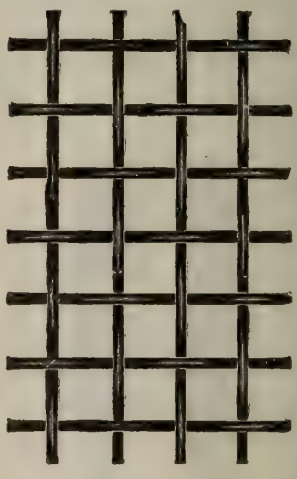


Sand Screen Cloth

Fanning Mill Cloth

Regalvanized Wire Cloth

Every Description of Wire Cloth and Wire Work



WIRE ROPE **WIRE ROPE FITTINGS**

MANUFACTURED BY

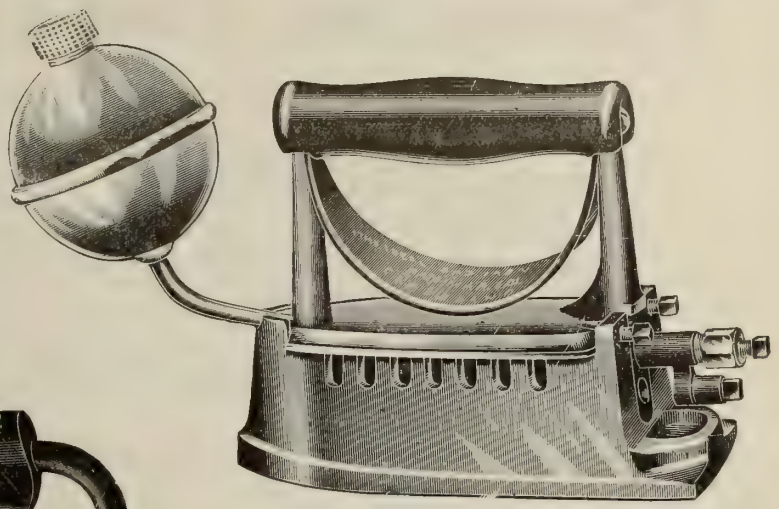
The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.

The "IDEAL"
Self-Heating Sad Iron

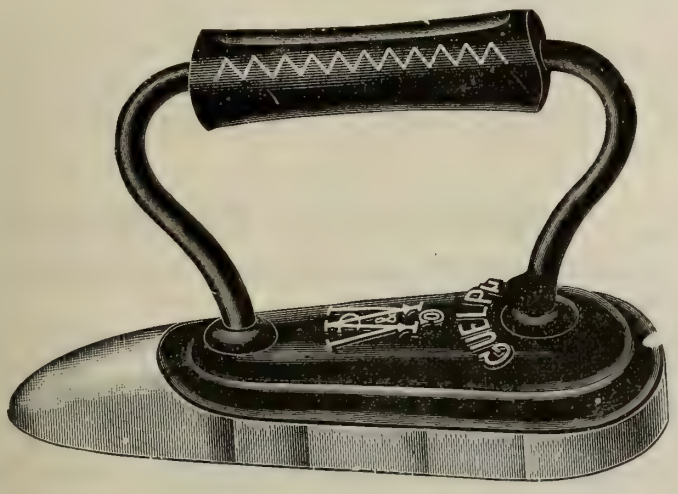
Only 4½ lbs. pressure on tank when iron is hot enough for ironing, while every tank is tested to 175 lbs. This means safety.

Handle and operator always cool. Costs less than one cent per day for a family of five.



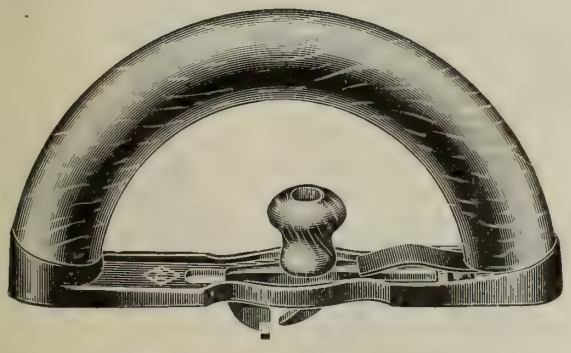
This iron is **very attractive** in appearance because all exposed parts are handsomely nickeled. It will prove a good seller.

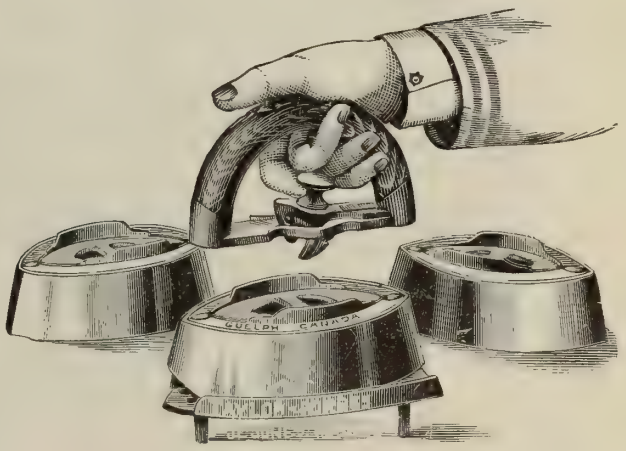
Write for full information.



Sleeve Irons

Polished face, japanned top, with narrow point suitable for the finest work; lace, waists, etc.





Mrs. Pott's Handles

No. 1—Cast
No. 2—Malleable

Every handle guaranteed to fit every Taylor-Forbes iron.

Mrs. Pott's Sad Irons

No. 50—Nickel-plated; No. 55—Polished japanned top. Stands—coppered.

If your jobber cannot supply you, write us and we will ship immediately.

Taylor-Forbes Company, Limited

Head Office and Works: GUELPH, ONTARIO

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency - - - London, Eng.
H. G. Rogers, - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

"Prolonging The Life of Steel"

Opinion of *Scientific American* on

Keystone Copper Bearing Steel:

"The general results of alloying steel with the other metal show that copper and nickel are the best metals to add to the steel to give increased durability. Nickel is prohibitive on account of its price for general commercial uses.

Copper added in small quantities greatly prolongs the life of iron. Very small quantities are needed to effect this result."—Scientific American, issue of Jan. 3, 1914.

We shall be pleased to send reprint of above article complete, together with booklet showing results of a series of actual service tests. These indicate clearly the superiority of Copper Bearing Steel, and are of particular interest to all buyers and users of Sheet and Tin Mill Products.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building MONTREAL

Traders Bank Building TORONTO

STRUCTURAL STEEL

ANGLES TEES

Three reasons why our business is growing steadily, viz. :—

PRICES ARE RIGHT QUALITY UNIFORM
SERVICE UNEXCELLED

We carry **2000 tons** of equal and unequal Leg Angles, Tees, Small Channels, Short Diamond Sunk Pattern Checkered Plates and Galvanized Sheets.

Write, Wire or Phone Us Your Requirements.

STEFFENS & NOLLE, LIMITED

Office—803 Shaughnessy Building Warehouse—137 Prince Street
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Agents for Mannstaedt and Cie

Ornamental Iron Mouldings, Safety Treads, Ornaments, Rosettes, etc.

Catalogues and Stock Lists on Application.

CHANNELS CHECKERED PLATES SPECIALS

NOW FOR THE HARVEST

This Is The Shipping Time For

HAY FORK ROPE

AND Binder Twine

Brands:

Blue Ribbon—650 ft.
Red Cap—600 ft.
Tiger—550 ft.
Standard—500 ft.

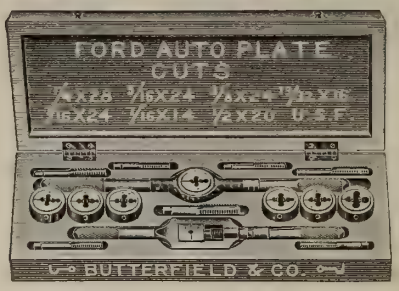


Prompt Deliveries From Twelve Convenient Points

Consumers Cordage Co., Limited

HALIFAX, ST. JOHN — Consumers Cordage Co., Limited
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MONTREAL, TORONTO — Consumers Cordage Co., Limited
WINNIPEG, REGINA, MOOSE JAW, SASKATOON, CALGARY, EDMONTON — Tees & Persse Limited
VANCOUVER—MacGowan & Co.

Automobile Screw Plate For Ford Model "T"



This Screw Plate is particularly adapted to the **Ford.** but it also matches the threads used in practically all of the medium-priced Cars.

No repair shop is complete without one of our **Motorcycle Screw Plates.** Motorcycles have threads not found in the usual assortment. You get them all in this set.



Do our friends the Dealers realize that there is a handsome profit for them handling our Screw Plates?

Butterfield & Co.
Rock Island, Quebec

BROOMS
OF QUALITY

Try our

BIG VALUE

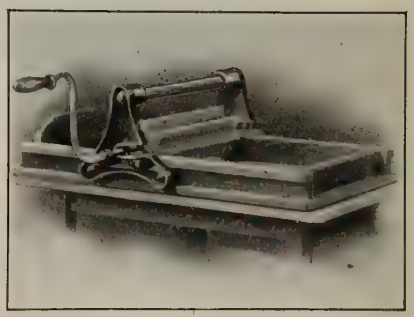
Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.
Hamilton

Maxwell "British" Butter Worker

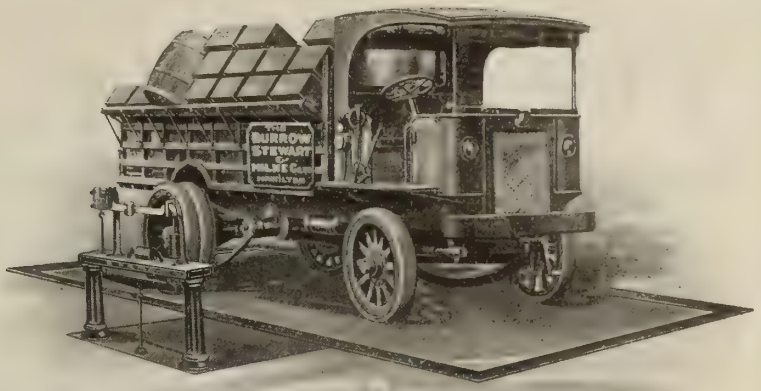
has been on the market for years and has been adopted by the best dairies in Great Britain and Canada.



Results in Better Butter and Bigger Profits. Makes the butter firm, even and consistent all through. In three sizes—14", 17" and 20" wide.

MAXWELLS LIMITED **St. Mary's, Ont.**

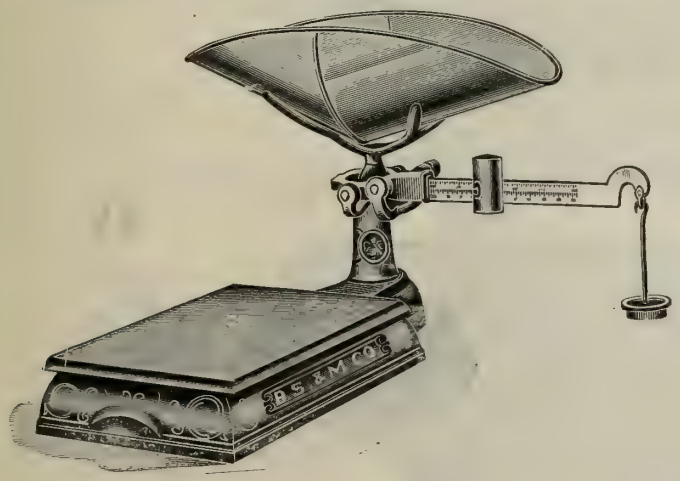
SCALES?



Yes,--We make them, EVERYTHING FROM A to Z

Here are some of them:—

Abattoir Scales.
Butchers' Scales.
Confectioners' Scales.
Dormant Warehouse Scales.
Express Package Scales.
Flour Mill Scales.
Grain Hopper Scales.
Hay and Coal Scales.
Industrial Track Scales.
Jewel Champion Scales.
Kitchen Scales.
Letter Scales.
Motor Truck Scales.
New Bathroom Scales.
Ore and Sand Scales.
Parcel Post Scales.
Quick Dump Grain Scales.
Railway Track Scales.
Stock and Farm Scales.
Tea and Spice Scales.
Union Counter Scales.
Very Best Platform Scales.
Weigh Beam Scales.
Xtra High-Grade Scales.
Young Cattle Scales.
Zinc and Galvanized Scales.



We are Specialists in Weighing Machinery

For Retail Store, General Store, Wholesale Warehouse, Packing House, or Factory

LET US FIGURE ON YOUR REQUIREMENTS

Complete new Catalogue No. 75, NOW READY

The BURROW, STEWART & MILNE CO., Limited

Established 1864 **Incorporated 1898**

HAMILTON	TORONTO	MONTREAL	WINNIPEG
Head Office and Factory	48-50 Lombard St.	36-38 St. Dizier St.	130 James Ave.

The "Lundy" Strength

means prolonged good service and satisfaction

"LUNDY" SHOVELS are made of Open Hearth Crucible Steel. The straps are double ply and the blade points cold rolled, adding greater strength to these parts.

Every "Lundy" will result in re-orders and new business for you.

We make them in three grades so as to completely meet the demands of the trade, and we give them a very attractive finish.

Place a trial order with your jobber. We guarantee perfect satisfaction.

If your jobber cannot supply you, write us and we'll ship immediately.

The Lundy Shovel & Tool Co., Limited

Head Office and Works: Peterboro, Ontario

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse, of Alberta, Ltd., Calgary; B.C. Equipment Co., Vancouver, B.C.; Colonial Varnish and Color Co., 20 Francis Street, Toronto, Ont.

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

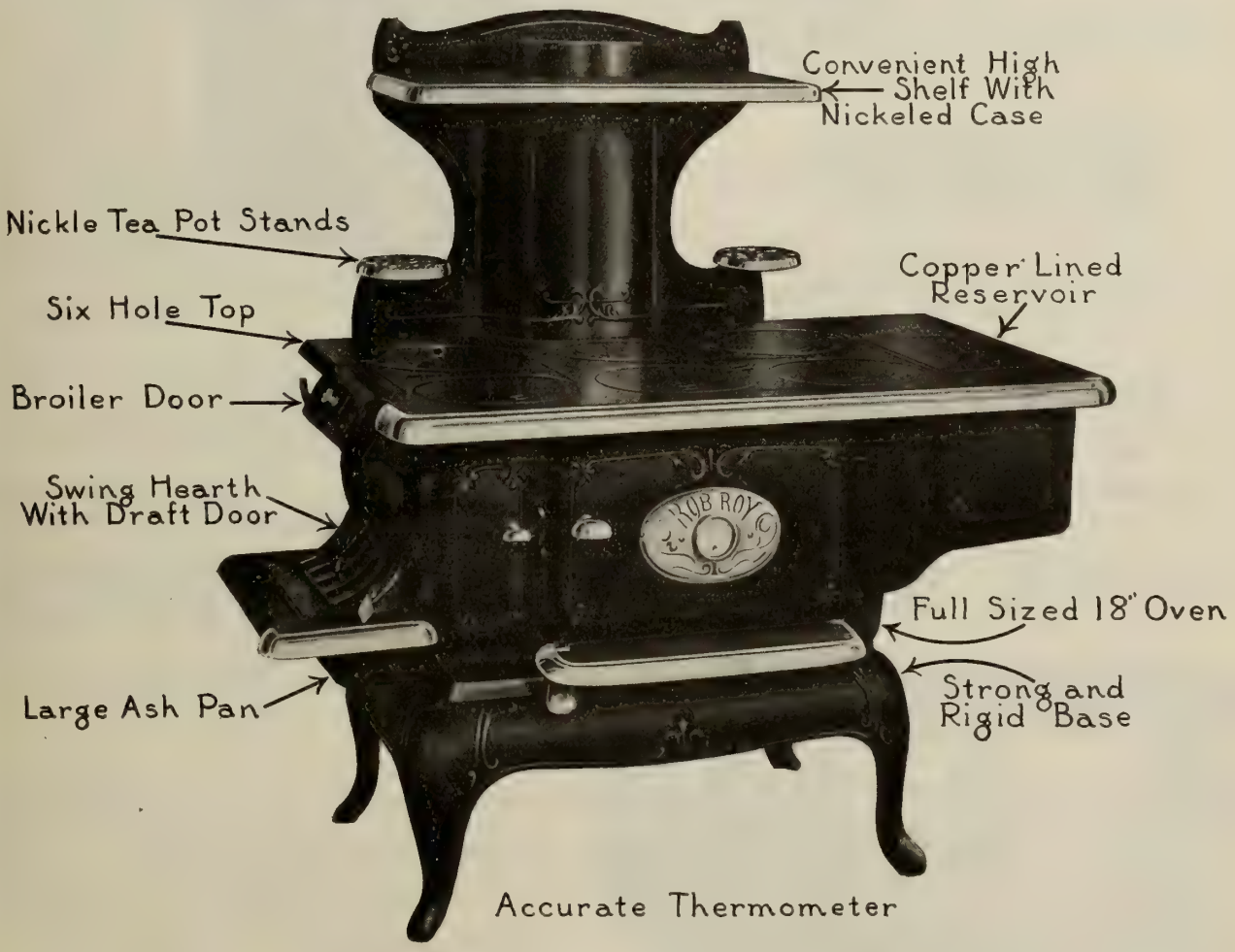
Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

NEW IDEAS are the forerunner of new business. They serve to demonstrate a progressive and healthy state of affairs. There's a reason why you should sell

McClary's

"ROB ROY" CAST RANGE

Attractive and Handsome Appearance



A very recent production.

A moderate-priced Range with a six-hole top and a full size 18" oven.

A flue construction forcing the heat twice round the oven.

A fire-box of exact proportions.

Grates with three sides.

A Copper Reservoir.

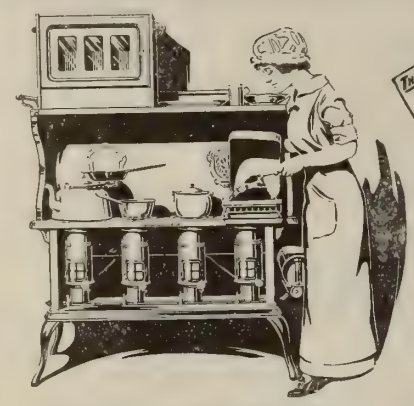
A Broiler Door and Swing Hearth with draft slide.

A handsome and attractive appearance—an inviting proposition all through—drop us a postal request for more information to-day.

"McClary's on Goods is a Quality Name."

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON



The IMPERIAL OIL COMPANY, Limited
HEAT LIGHT POWER LUBRICATION

OIL STOVE SALES

took a big jump and have increased steadily, year after year, ever since the

New Perfection
WICK BLUE FLAME
Oil Cook-stove

was first put on the market.

The New Perfection cooks anything a coal stove will, and costs less. It is sturdy, clean and convenient. Made in 1, 2, 3 and 4-burner sizes.

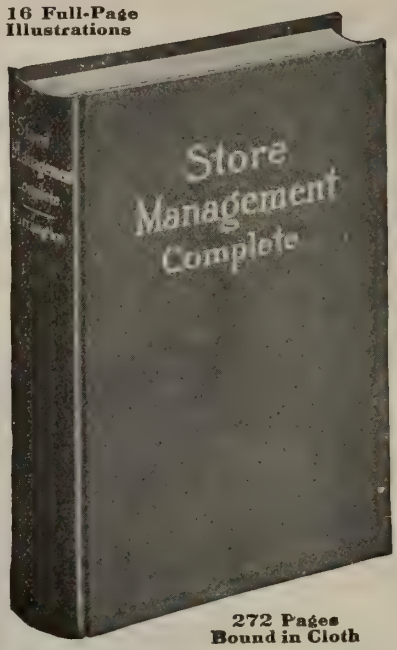
New Perfection, No. 5, has the new fireless cooking oven. Have you seen it?

THE IMPERIAL OIL COMPANY, LIMITED

Toronto Ottawa Halifax Montreal Quebec St. John
Winnipeg Calgary Regina Vancouver Edmonton Saskatoon

Store Management—Complete

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

"QUICK MEAL" WICK OIL STOVES



WITH GLASS FOUNT

Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

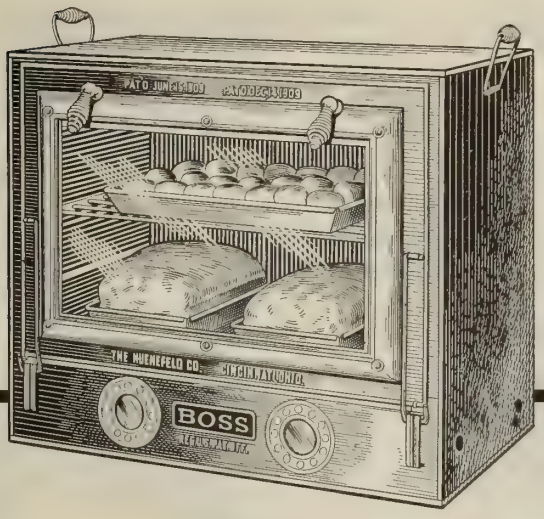
Also, "Quick Meal" Evaporating Gasoline Stoves.

The JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT. - WINNIPEG, MAN.

Agents for Canada

BOSS



OVEN

GLASS DOOR

GUARANTEED

No. 7

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

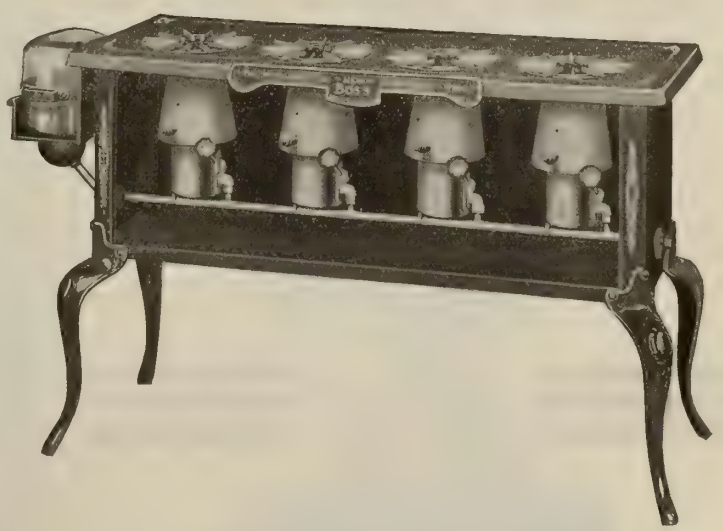
NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

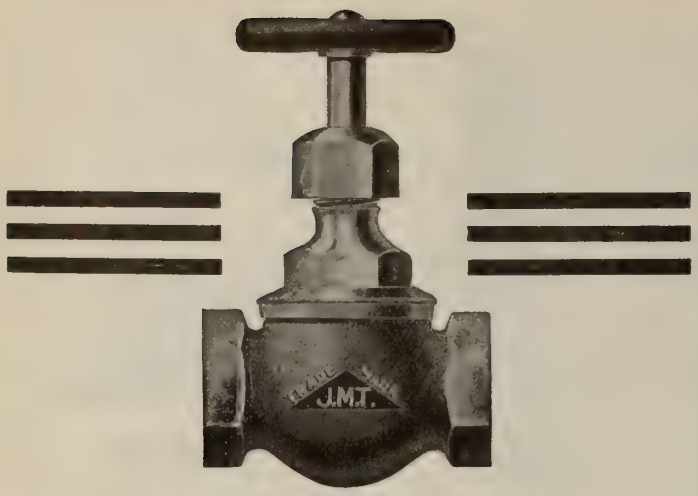
Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.



FOUR BURNER LOW WITH GLASS TANK

The HUENEFELD CO., 6000 Valley St., Cincinnati, Ohio



Morrison Brass Valves

IT TAKES a mighty good valve to stay on the market for over twenty-five years. But that is what the Morrison Line of Brass and Iron Valves has done. It means that Morrison Valves are the kind that make satisfied customers. When the same men have been ordering valves from us for all these years, don't you think it would pay you to investigate the merits of the goods that have held their custom? Better let us send you our catalogue of Brass Goods, which shows a valve or cock for every purpose. The design, the materials, the foundry and machine work, the price, every detail that goes to promote valve sales satisfactory to you and your customer is RIGHT.

The James Morrison Brass Mfg. Co.
LIMITED

93-97 Adelaide St. W. **Toronto, Canada**



NICHOLSON MADE FILES

Dealers Like To Sell NICHOLSON-MADE-FILES

Because they "make good" on the strongest personal recommendation he could possibly give to any file.

They're the net result of fifty years devoted exclusively to making efficient files.

Uniformity of temper and cutting-ability is one of their strongest points. A mechanic might select a dozen NICHOLSON-MADE-FILES from among a thousand similar ones—and he'd find the same fine "balance"—the same even "draw" in every one.

This uniformity saves employers many dollars in mechanics' time—and should bring many dollars' profit in "repeat" orders if properly emphasized to your trade.

NICHOLSON-MADE-BRANDS

Kearney & Foot
Great Western
American
Arcade
Globe

Order from YOUR JOBBER.

NICHOLSON FILE COMPANY

PORT HOPE **Ont.**

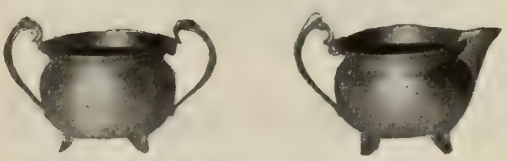
JUNE SUGGESTIONS



937—Combination Sugar, $3.50 List. Satin Finish with Spoon Racks.



2054—Butter, $6.00 List. Chased Cover, Bright Finish.



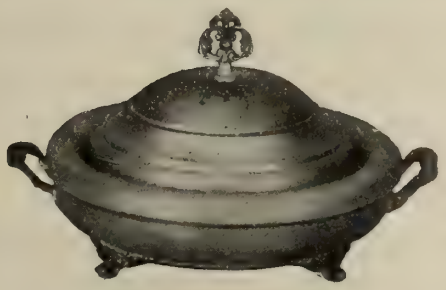
1455—Sugar and Cream, $7.00 List. Bright Finish.



1236½—Baker, $7.50 List. Bright Finish. 3-Piece with 2-qt. Enameled Lining.



1381—Tray, $9.00 List. Mahogany with Burnished Edge and Handles.



1220—Baker, $6.75 List. Satin, Bright Cut Finish, with 2-qt. Enameled Lining.



1301—Casserole, $6.50 List. Pierced Frame in Bright Finish with French Crusted Lining.

The Standard Silver Co. of Toronto, Ltd.

Rogers' Portland Cement

12% More Business

Your General Trade Will Increase

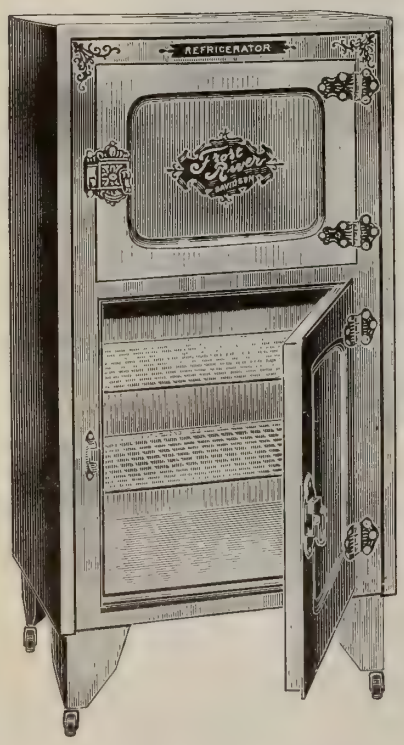
Your prestige and our prestige will, together, draw all the cement trade of your district **to your store.** The man who comes to you for Rogers' Cement, will buy screws, locks, tools, **all his hardware** at the store that sells a standard cement of high quality.

Our distribution will enable you to build up a big business in Rogers' Cement with a small stock. Write to-day for our agency plan. **Our sign** on **your store** means more business for both of us.

ALFRED ROGERS, Limited, 28 West King St., Toronto

N. J. Dinnen & Co., Western Sales Managers, Winnipeg, Man.

Davidson's Frost River Refrigerators



Made Entirely of Sheet Steel—Galvanized.

100 per cent. better than wood—More Sanitary.

Will Not Crack, Shrink, Fall Apart or Decay.

Locks, Hinges and Handles solid polished brass.

Heavily Insulated—Uses less ice—Are colder.

Will last a lifetime.

Dainty, Neat and Clean Looking.

Beautifully finished in French Grey baked enamel with Snowy-White Food Chamber.

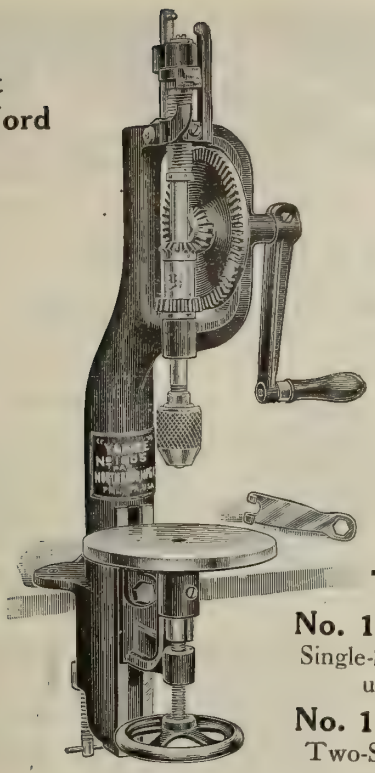
All Inside Parts are Removable.—Easily Cleaned.

Three sizes—Fully guaranteed—(Write for prices.)

The Thos. Davidson Mfg. Co., Limited

MONTREAL TORONTO WINNIPEG

The Last Word



No. 1003
Single-Speed Drills
up to ¼″

No. 1005
Two-Speed Drills
up to ½″

"YANKEE" BENCH DRILLS

The distinguishing features of this drill are its strength, convenience and rapidity of operation. The automatic friction and ratchet feeds give the operator the free use of one hand to hold the work. With these distinctive features the "Yankee" is at once the quickest and most desirable Bench Drill made. A Baltimore Jobber writes:—"We sold two Drills No. 1005, which you shipped on the 17th ult. as soon as we showed them up. Ship us two more."

Your jobber will supply you.

North Bros. Mfg. Company

Philadelphia, Pa.

The User's a good salesman— and you get his services FREE

His recommendation to his neighbors quickly multiplies sales



Neverslip Shoes & Calks

Save horses, time and money

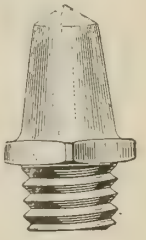
Horseshoers and Horseowners unite in recommending RED TIP CALKS. **Neverslip Calks stay sharp an exceptionally long time** — and when they get dull they can easily be replaced with new ones in 20 minutes.
As no tool will do all the work so no calk is made that will meet all conditions.
We have different styles of calks so as to meet every condition.



Keystone

Remember.

All good articles have imitations. To protect you against fraud and substitution



No. 4

ALL GENUINE NEVERSLIPS HAVE RED TIPS.

Our booklet T gives full particulars — write for it.



No. 5

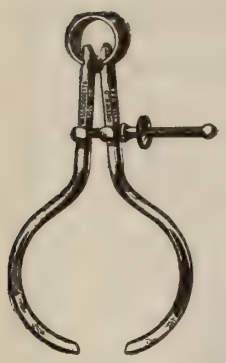


No. 1

The Neverslip Manufacturing Co.

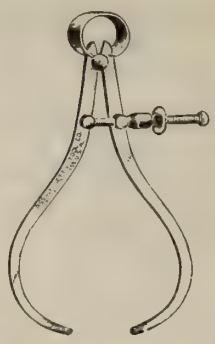
U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:
559 PIUS IX AVENUE, - MONTREAL



MODERATE PRICES





Goodell-Pratt's

CALIPERS

A Complete and Attractive Line

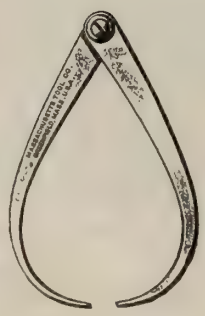
Goodell-Pratt Company

Toolsmiths

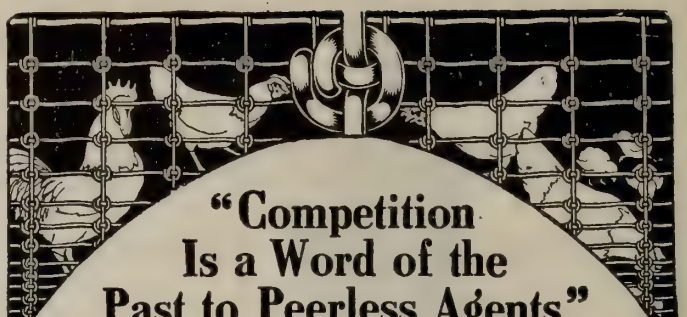
Greenfield, Mass., U.S.A.



PRICES MODERATE







"Competition Is a Word of the Past to Peerless Agents"

That's the way Peerless dealers speak about their agency. Read what this experienced dealer says about Peerless fencing. Note his Peerless sales ran six times greater than that of other fencing. Look—

The Banwell-Hoxie Fence Co., Hamilton, Ont. Middlemiss, Ont., Jan. 8, '13.

Gentlemen:—I have been selling fence for the past seven years and in that time have represented several different firms. It gives me pleasure to say that I took the agency for your fencing for 1912 and have sold in that one year more fence than in the other six years of my business, and the best of it is I have not had one complaint in any way against Peerless fence. Different from most fences it stretches flat and all wires of even length; the lock is tight and strong and the quality of the wire is of the best. There is very little other fence used in this district and competition is a word of the past to the agent for Peerless fencing.

Yours truly, J. A. McDONALD.

This is but one of many similar dealer's letters in our files. Everyone is enthusiastic about his Peerless agency. Everyone has nothing but praise for Peerless fencing—the fence that saves expense.

Peerless Poultry Fence

is made of the best Open Hearth steel fence wire—tough, elastic and springy—and will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and will not flake, peel or chip off.

The joints are securely held with the "Peerless Lock" which will withstand all sudden shocks and strains, yet Peerless Poultry Fence can be erected on the most hilly and uneven ground without buckling, snapping or kinking.

The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

We also build Farm and Ornamental Fencing and Gates.

Do You Want the Peerless Agency?

We still have some valuable territory open to good reliable dealers. Do you want it? Do you want to be the leading fence dealer in your locality? Then write us. Ask for our dealer's proposition now before someone else gets ahead of you.

Banwell-Hoxie Wire Fence Co., Ltd.,
Winnipeg, Man. Hamilton, Ont.



Red Devil Tools for Service

¶ Service to your trade means more than simply courtesy and prompt deliveries.

¶ It also means tools that serve well.

¶ The RED DEVIL line of Mechanics' and Electricians' Tools—the most extensive manufactured—are built for service.

¶ The unconditional guarantee alone assures service.

¶ Investigate.

Smith & Hemenway Co., Inc.
CHAMBERS STREET, NEW YORK
Send for new net illustrated Trade Price List.















Service

is what "Wear-Ever" Success is Built On

For twelve years we have built up a co-operation plan with the dealers. For the same length of time we have been educating the women of this country and are still educating them to understand that aluminum utensils may differ greatly in material and workmanship, that **"Wear-Ever"** utensils are made of metal which is harder and more dense than can be metal that is spun or cast; that just as there are many kinds of enamelled ware, so also there are different grades of aluminum ware; that **"Wear-Ever"** ware gives enduring service.

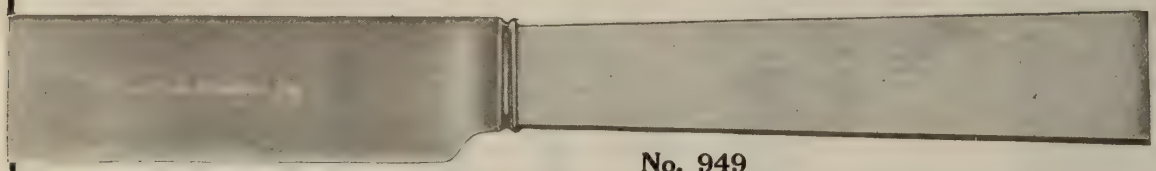
For the dealer, we have furnished printed matter and display helps, such as store hangers, street car cards, display cards, window display suggestions, newspaper advertisements and **"Wear-Ever"** store demonstrations.

These backed up by a constant consumer demand help increase the sales of every **" Wear-Ever "** dealer. It's to your advantage to be one. Let us tell you more about it. A post card will do.

"Wear-Ever" Utensils are made in Canada by

Northern Aluminum Co., Ltd.
TORONTO, ONTARIO

High-Grade Cutlery, Electro Plate and Solid Nickel-Silver Flatware



No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

McGLASHAN, CLARKE CO., Limited, Niagara Falls, Canada

Sales Manager, Mr. N. F. Gundy, 61 Albert St., Toronto

You will never find any split seams in our Conductor Pipe. Every length is perfect.

Eavestrough, Conductor Pipes, Elbows, Ridge Roll, Valleys, Skylights, Ventilators and

CORRUGATED IRON

IF YOU HAVE NOT RECEIVED OUR NEW PRICE LIST OF MAY 28th, WRITE FOR ONE.



Wheeler & Bain
TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

H. BOKER & CO.'S "EDELWEISS"

Perfection in the Art of Razor Grinding and Honing.
Every Razor Absolutely Perfect in its Shaving Qualities.



H. BOKER & CO.'S TREE BRAND RAZORS are known the world over as Highest Grade, and are noted for their superior shaving qualities. Every blade handmade from the very best quality bar razor steel, tempered by our own process. Perfectly ground. Honed and set ready for use. Every razor guaranteed.

Write for our free booklet "Some Pointers for Gentlemen Who Shave Themselves."

McGill Cutlery Co., Reg'd **P. O. Box 366, Montreal**

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED

ST. THOMAS, ONTARIO

"Corona" Vacuum Sweeper

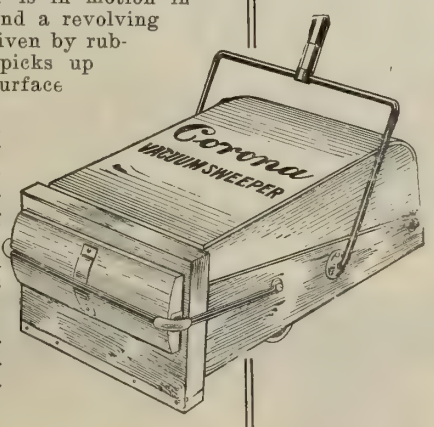
wonderfully efficient yet moderate in price

It has a much stronger suction than is ordinarily found in machines of this type, which is the result of **Three Bellows of Improved Design and Construction.**

Draws all dirt and dust into a bag while the sweeper is in motion in either direction, and a revolving brush, which is driven by rubber-tired wheels, picks up threads and all surface matter.

The "Corona" is well made, easy to handle, and absolutely guaranteed. Dust bag and pans can be easily emptied when machine is on the floor.

We'd be pleased to send you full particulars and price. Write.



Thomas Birkett & Sons Co., Limited
OTTAWA, ONTARIO



Are you in?

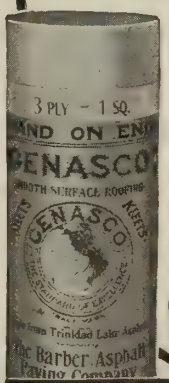
Have you shared yet in the extensive co-operation we are giving dealers to help them sell

Genasco
THE TRINIDAD-LAKE-ASPHALT
Ready Roofing

Genasco is a good seller because it is waterproofed with Nature's everlasting waterproofer, and the KANT-LEAK KLEET goes with it to make seams watertight without cement and prevents nail leaks. With this combination Genasco gives lasting protection at little cost. But when backed by the effective selling-plan which we offer dealers it becomes one of the most attractive propositions you ever handled.

Write us about it to-day.

The Barber Asphalt Paving Co.

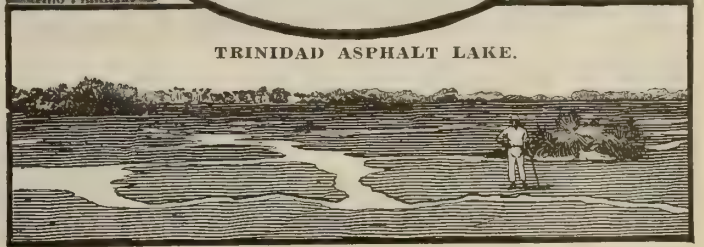


Largest producers in the world of asphalt and ready roofing.

Philadelphia, New York, San Francisco, Chicago

D. H. Howden & Co., Ltd., London, Ont.
Canadian Asphalt Co., Limited, Winnipeg.
Evans, Coleman & Evans, Ltd., Victoria and Vancouver.





TRINIDAD ASPHALT LAKE.

WHERE ARE YOU ON THE MAP?

No matter where you are we have a factory close to you. We can give you quick service.

Our products are as good as any other—better than some. But we do not merely sell you the products—they are backed up by *an unequalled* service in our line.

Eight Big Factories—Over 2,350 Employees will serve you.

MONTREAL TORONTO PRESTON WINNIPEG SASKATOON EDMONTON REGINA CALGARY

All factories are situated on one or more railroad lines and we have private sidings into our yards. This means quick loading and quick delivery.

Special Service Departments keep after the railroads to see that all shipments are rushed through in the quickest possible time.

WE ARE FOLLOWING THE PEOPLE AND THE RAILROADS.

We are building factories in Canada wherever there is business to warrant. We want to be right on the job to make quick deliveries of **good goods.**

No matter where you are we can reach you. Large stocks of our products are always kept on hand so that there is no delay after your order comes in.

Let us show you what we can do. We just want a chance on an order—no matter how small or how large. Will show you that we can deliver the goods in a hurry and give you as good as money can buy.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Head Office: PRESTON, ONTARIO

CONSOLIDATED FACTORIES AT

MONTREAL, TORONTO, PRESTON, WINNIPEG, SASKATOON, EDMONTON, REGINA, CALGARY

Associated with THE A. B. ORMSBY COMPANY, Limited, Toronto and Winnipeg

A SATISFIED JOBBER

must have

QUALITY SERVICE PRICE

He must also be assisted by ADVERTISING

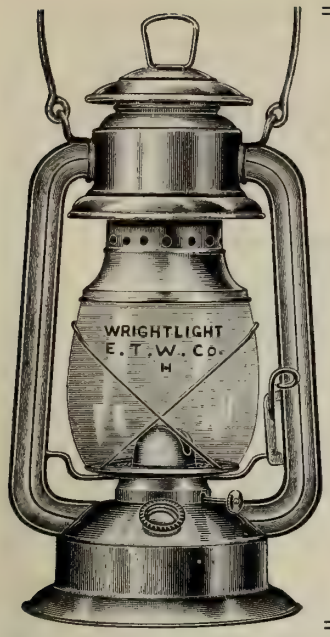
You will be satisfied if you handle

WILT DRILLS



The Wilt Twist Drill Co. of Canada, Limited

Walkerville, Ont.



NOW READY FOR SHIPMENT

No. 3 WRIGHTLIGHT

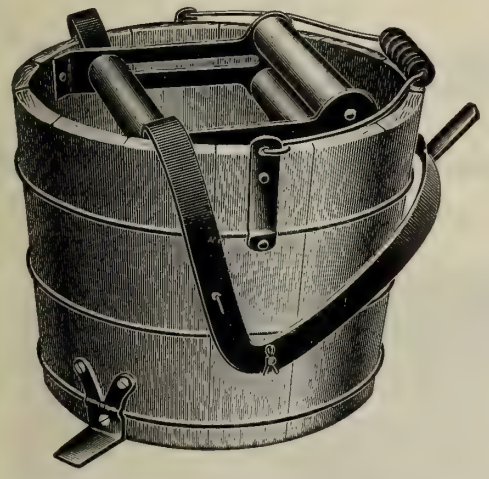
Short Globe Cold-Blast Lantern.

The finest, classiest, best-burning Lantern ever made in Canada or offered to the Canadian or foreign trade.
Heavy tinplate stock, stamped machine-seamed tubes, wire undetachable bail and ears covered by maker's patent; dome well, and **entirely new construction** of hood and shutter.
Every modern feature of high-class Lantern-making assembled to form the most **perfect light-giving Lantern** ever produced in the world.
Just coming through **now.**
Get a sample half-dozen, and test them out.
Every Lantern wicked, ready to light.
Send along your order and we will **ship at sight.**
Every Lantern guaranteed—Our guarantee extends **through the dealer to the consumer.**
Every Lantern found defective will be replaced **at our expense.**

E. T. Wright Co., Limited, Hamilton, Canada

LANTERN LEADERS

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents

HAMILTON, OHIO

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

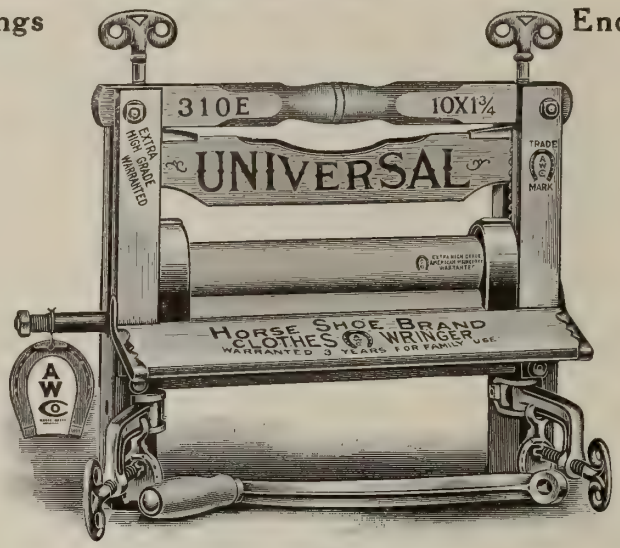
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

Are Your Customers Slow in Paying Up?

Why do people use this saying "as safe as the bank?" Is it not because "The Bank" has a system that is almost perfect, and because of this system a feeling of security is engendered in its patrons that makes for stable business relations through mutual confidence?

Your banker has a System that enables him to keep track of all the details of your account and he gives this information to you every time you make a deposit or withdrawal—He knows how your account stands ALL THE TIME and you have confidence in him because of his good system.

Do you know how all your customers' accounts stand ALL THE TIME? If you do not, you are not in the possession of important information you ought to have. Does your customer know how his account stands ALL THE TIME? If he does not, you are keeping information from him that he should have; information that will goad him into paying his account when he sees it mounting up; information that will enable him to regulate his other expenses so as to take care of the account. It means money to you and peace of mind to your customer. Your banker keeps you posted as to your account. Do as much for your customer; it will foster the same feeling of confidence, and confidence is the life-blood of your business.

The McCaskey System is "AS SAFE AS THE BANK" because it operates along the same lines. It creates confidence, gives information, and looks after a merchant's accounting in the most up-to-date manner known. Write for further information.



Equipped With Electric Recorder.

The Dominion Register Co.

Limited

96 Ontario Street, Toronto, Canada

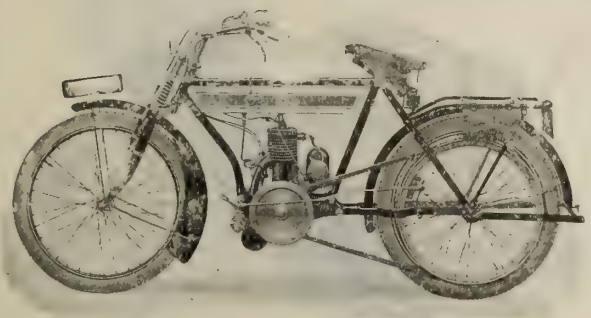
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The Largest Manufacturers of Carbon-Coated Salesbooks in the World

The "Saltley Vulcanus" 2¼ h.p. Two-Stroke Light Motor Cycle

LIST PRICE
23 Guineas

LIST PRICE
23 Guineas



Complete as illustration, with A.M.A.C. Carburettor, U.H. Magneto, Michelin Tyres, 24 in. by 2-in. **Very Silent Running.** The Cheapest Motor Cycle on the Market. No Better Value obtainable. All Parts Guaranteed.

THE SALTLEY CYCLE COMPANY
86 Snow Hill, BIRMINGHAM, ENGLAND
Telegrams: "EXPORTER, BIRMINGHAM."



¾" x ⅞" size.



3-16" x ¾" size.



⅛" x ½" size.

Save 75% of Your Time and Labor, and do Better, Neater, More Satisfactory Work

by using Parker's Steel Sheet-metal Screw for connecting joints in ducts, cornices, skylights, etc.

Parker's
Steel Sheet-metal Screw

is specially adapted for this kind of work. Being made of **steel** and threaded all the way up to the head, the material can be drawn right up to the head of the Screw, without fear of overturning or stripping its thread. After manufacture, the Screw is hardened by a special process, which pre vents this.

Over 2,000 Sheet-metal Shops in the States have adopted the use of this Screw.

Order a box (1000) from your Jobber. If he can't supply you, write to us.

Parker Supply Co.

Manufacturers of Engineers' and Sheet-metal Workers' Specialties.

521 West 45th Street, New York

BRASS FITTINGS

For Cornice Poles and Curtain Rods, Rings, etc.; Stair Rods and Eyes

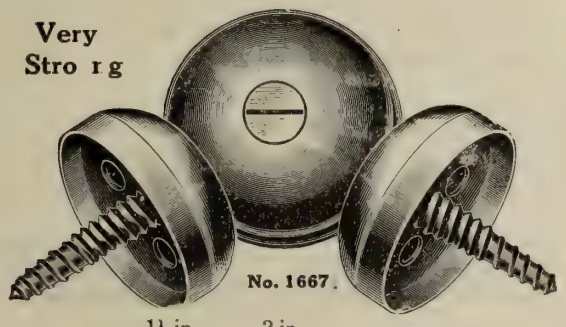


No. 2125

Cast Brass

⅜ ½ ⅝ ¾ 1 in.

Very Stro r g



No. 1667.

1⅛ in. 2 in.

Write for Prices and Samples:

G. B. BIRCH

The Cheapside Brassfoundry

BIRMINGHAM, ENGLAND

ZINC OXIDE

GENUINE V.M. BRAND

Immediate Deliveries ex Stock at Montreal

B. & S. H. THOMPSON & CO.
LIMITED

MONTREAL TORONTO WINNIPEG

Wm. A. Rogers SXR

SILVER PLATED WARE

This Berry Spoon is very attractive in design, and on comparing it with other makes, one finds it has a decided advantage in weight.

It is **plated on 21% nickel,** which is a harder, whiter and more durable base than used by other manufacturers, and **plated with 60 dwt.** Parts exposed to wear all heavily sectional plated.



The "Grenoble" Berry Spoon

Upon receipt of your card or letter, we'll immediately send our **catalogue showing our new and attractive designs in both hollowware and flatware.**

Why not write now? Our goods have a good margin for profit.

The Canadian Rogers Company, Limited

Sales Rooms:

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Hammond Bldg., Albert St.

Toronto
570 King St. West

Vancouver
Fairfield Bldg., Granville St.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JUNE 20, 1914. No. 25

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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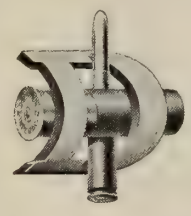
TRAP SHOOTING

The Sport of Broken Targets When You Use DOMINION SHELLS.

As a sportsman you should shoot regularly with your local gun club. It is a pleasing relaxation that develops a quick eye, steady nerves and complete control.

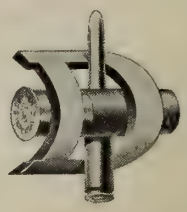
As a dealer you should shoot regularly with your gun club. You will meet the best class of trade in your town and make your store the headquarters of local sportsmen.

To Satisfy Trapshooters Sell Them



Dominion Trap Loads

IMPERIAL — CANUCK — REGAL — SOVEREIGN



The complete and rapid ignition of the powder gives a drive to the shot that results in dead birds and good scores.

Dominion Cartridge Company, Limited - Montreal

Bright
Clean Appearance
of

FLEUR DE LIS

FLEUR DE LIS Galvanized Iron

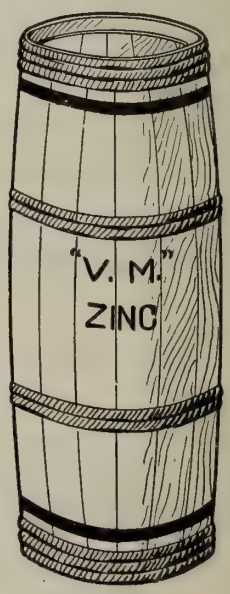
Adds to the value of the job.

Free from streaks and dull bare spots.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

Sheet Zinc "V. M." Brand



Genuine "V.M." Sheets at no higher prices than ordinary brands.

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL

Vol. XXVI. JUNE 20, 1914 No. 25

Using a Catalogue in a Retail Hardware Business

Hardware Merchant in a Small Town Getting Splendid Results from a Catalogue Which He Distributes Within a Radius of Twenty Miles of His Store.

An authorized interview by Hardware and Metal representative with O. B. Henry, Drayton, Ont.

MY IDEA of using a catalogue in my own business is a direct result of my observations of the success the mail order houses have had in using it as their most valuable ally in their work of securing the legitimate trade of the country dealer from under his nose, as he slept, and I include myself as one of those who thus neglected his opportunities. I return the compliment by stealing their thunder.

I have found it to be the most efficacious means at my command of recovering the ground lost to the enemy in past years, to say nothing of the inroads I have been able to make on trade territory that lies far beyond the confines of the geographical limits that I had previously laid down as my trade boundaries.

I have not given up other advertising methods in spite of my enthusiasm for the catalogue. I still use our weekly paper which has a steady circulation of twelve hundred copies, a very good one for a country town of five hundred people in a farming district. I have been accustomed to using circulars also, but have discontinued them for the time being until I get a system of circularization worked out that will dovetail and fit in with the catalogue advertising.

My first and present catalogue was gotten out only as a feeler, but the results have been so far-reaching in their scope and so favorable in their conse-



O. B. HENRY & CO., DRAYTON 17

IRON HANDLES

The "Universal" Sad Iron Handle. It will fit any make of "Mrs Potts" Sad Irons The mere pushing of a lever by the operator's thumb will disengage the handle from the iron. Price each ..... 15c.

IRONING WAX

Solid, handy ironing wax Makes ironing easy Price, 2 for 5c.

MOPS

No. 5. Mops. Combination; heavy cast iron head, copper-ed mop and brush holder; hardwood handle. Good quality throughout. Price each ..... 15c.

"Crescent" Mop and Brush Holder. Made of heavy coppered wire; steel clamps; japanned. The mop cloth and brush can be separately or both put in and used at the same time Price each ..... 15c.

Crank Wringing Mop. Hardwood handle, heavy steel wire, and galvanized plate; crank wringing feature, heavy cotton cloth. Price each ..... 15c.

MOP STICKS

8 x 48 ins. Mop Sticks. Coppered steel wire grip and spring; coppered steel head. Price each, 10c.

TUBS AND PAILS

Galvanized Pails. Flaring; standard weight galvanized iron, English pattern; in 3 sizes

12 inches. Price each.. 30c.
13 inches. Price each.. 35c.
14 inches. Price each.. 40c.

American Pattern. Standard weight, galvanized iron; in 3 sizes

No. 14. 10 quarts. Price each ..... 25c.
No. 16. 13 quarts. Price each ..... 30c.

When two pails are bought we make the price for the two 5c. less.

Galvanized Iron Tubs. Made of heavy galvanized sheet iron, with watertight seams and wood braces at joints where they are likely to receive pressure, heavy handles, in three sizes

No. 1. 21½ inches diameter. Price each ..... 85c.
No. 2. 23¾ inches diameter. Price each ..... 75c.
No. 3. 25 inches diameter. Price each ..... 90c.

WASH BOARDS

Improved Globe Wash Boards. Sheet zinc, corrugated surface with Globe crimp, hardwood frame Price each. 25c.

STEP LADDERS

Ordinary hardwood throughout.

4 feet. Price each .... $ .55
5 feet. Price each .... .65
6 feet. Price each .... .75
7 feet. Price each .... .90
8 feet. Price each 1.10

Our Own Make.

DUSTBANE CATCHES DUST

Cleanses Floors - Brightens Carpets

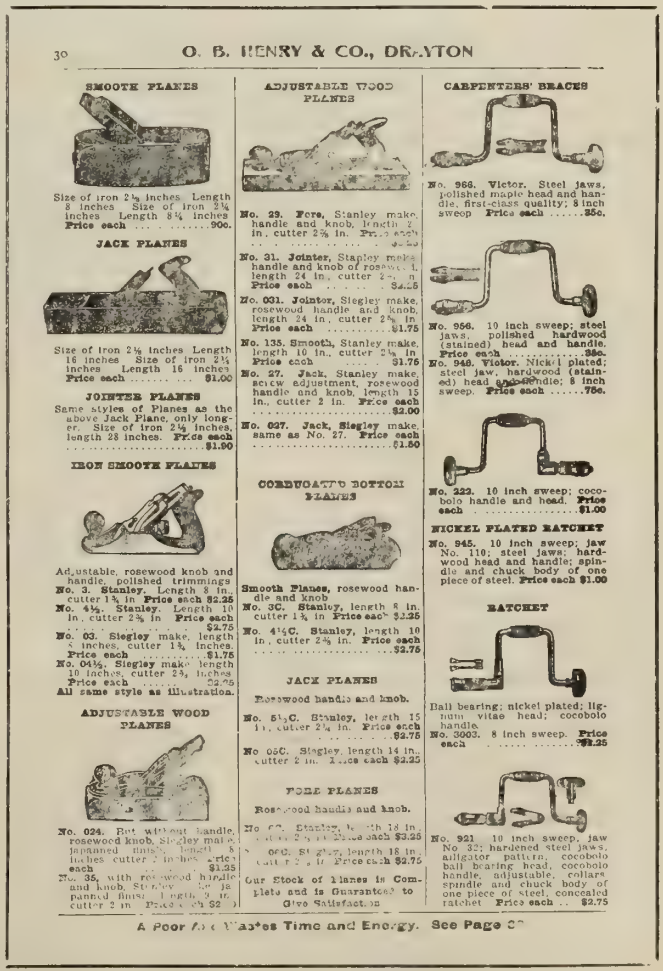
Dustbane sweeps carpets without dust, it cleanses the floors and brightens the carpet, it eliminates the dust nuisance Dustbane contains a disinfectant which purifies the air in the room by evaporation It is guaranteed to brighten a floor 50 per cent. In 15c. and 35c. Tins, and 350 lb. Barrels for $6.75.

CHARCOAL

Three sacks for 25c.

Twelve sacks for 85c.

Do not Miss the Big Values Offered on Pages 1, 2 and 3.



30 O. B. HENRY & CO., DRAYTON

SMOOTH PLANES

Size of iron 2⅜ inches Length 8 inches Size of iron 2¼ inches Length 8¾ inches Price each ..... 90c.

JACK PLANES

Size of iron 2⅜ inches Length 16 inches Size of iron 2¼ inches Length 16 inches Price each $1.00

JOINTER PLANES

Same styles of Planes as the above Jack Plane, only longer. Size of iron 2¼ inches, length 28 inches. Price each $1.90

IRON SMOOTH PLANES

Adjustable, rosewood knob and handle, polished trimmings

No. 3. Stanley. Length 8 in., cutter 1¾ in Price each $2.25
No. 4½. Stanley. Length 10 in., cutter 2⅜ in Price each $2.75
No. 03. Siegley make, length 9 inches, cutter 1¾ inches Price each $1.75
No. 04½. Siegley make length 10 inches, cutter 2⅜ inches Price each $2.75

All same style as illustration.

ADJUSTABLE WOOD PLANES

No. 024. Bet without handle, rosewood knob, Siegley make, japanned finish, length 8 inches cutter 2 inches Price each $1.25
No. 35, with rosewood handle and knob, Stanley make japanned finish, length 9 in. cutter 2 in. Price each $2.00

ADJUSTABLE WOOD PLANES

No. 29. Fore, Stanley make, handle and knob, length 2 in., cutter 2⅜ in. Price each $3.50

No. 31. Jointer, Stanley make, handle and knob of rosewood, length 24 in., cutter 2⅜ in. Price each $4.25

No. 031. Jointer, Siegley make, rosewood handle and knob, length 24 in., cutter 2⅜ in. Price each $1.75

No. 135. Smooth, Stanley make, length 10 in., cutter 2⅜ in Price each $1.75

No. 27. Jack, Stanley make, screw adjustment, rosewood handle and knob, length 15 in., cutter 2 in. Price each $2.00

No. 027. Jack, Siegley make, same as No. 27. Price each $1.50

CORRUGATED BOTTOM PLANES

Smooth Planes, rosewood handle and knob

No. 3C. Stanley, length 8 in. cutter 1¾ in Price each $2.25
No. 4½C. Stanley, length 10 in., cutter 2⅜ in. Price each $2.75

JACK PLANES

Rosewood handle and knob.

No. 5½C. Stanley, length 15 in., cutter 2¼ in. Price each $2.75
No 05C. Siegley, length 14 in., cutter 2 in. Price each $2.25

FORE PLANES

Rosewood handle and knob.

No 6C. Stanley, length 18 in., cutter 2¾ in. Price each $3.25
No. 06C. Siegley, length 18 in., cutter 2¾ in. Price each $2.75

Our Stock of Planes is Complete and is Guaranteed to Give Satisfaction

CARPENTERS' BRACES

No. 966. Victor. Steel jaws, polished maple head and handle, first-class quality; 8 inch sweep Price each ..... 35c.

No. 956. 10 inch sweep; steel jaws, polished hardwood (stained) head and handle. Price each ..... 35c.

No. 946. Victor. Nickel plated; steel jaw, hardwood (stained) head and handle; 8 inch sweep. Price each ..... 75c.

No. 222. 10 inch sweep; cocobolo handle and head. Price each $1.00

NICKEL PLATED RATCHET

No. 945. 10 inch sweep; jaw No. 110; steel jaws; hardwood head and handle; spindle and chuck body of one piece of steel. Price each $1.00

RATCHET

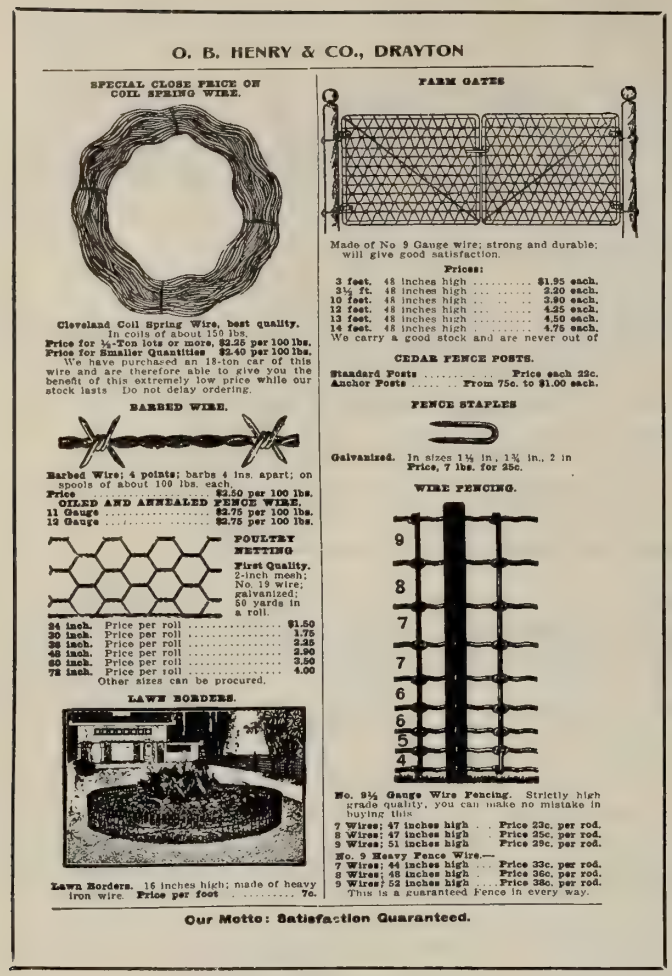
Ball bearing; nickel plated; lignum vitae head; cocobolo handle.

No. 3003. 8 inch sweep. Price each $2.25

No. 921. 10 inch sweep, jaw No 32; hardened steel jaws, alligator pattern, cocobolo ball bearing head, adjustable, collars spindle and chuck body of one piece of steel, concealed ratchet Price each .. $2.75

A Poor Tool Wastes Time and Energy. See Page 3

Two pages taken from the hardware catalogue of O. B. Henry & Co., Drayton, Ont.



O. B. HENRY & CO., DRAYTON

SPECIAL CLOSE PRICE ON COIL SPRING WIRE.

Cleveland Coil Spring Wire, best quality. In coils of about 150 lbs.
Price for ¼-Ton lots or more, $2.25 per 100 lbs.
Price for Smaller Quantities $2.40 per 100 lbs.
We have purchased an 18-ton car of this wire and are therefore able to give you the benefit of this extremely low price while our stock lasts. Do not delay ordering.

BARBED WIRE.

Barbed Wire; 4 points; barbs 4 ins. apart; on spools of about 100 lbs. each.
Price ..... $2.50 per 100 lbs.

OILED AND ANNEALED FENCE WIRE.
11 Gauge ..... $2.75 per 100 lbs.
12 Gauge ..... $2.75 per 100 lbs.

POULTRY NETTING

First Quality. 2-inch mesh; No. 19 wire; galvanized; 50 yards in a roll.

24 inch. Price per roll $1.50
30 inch. Price per roll 1.75
36 inch. Price per roll 2.25
48 inch. Price per roll 2.90
60 inch. Price per roll 3.50
72 inch. Price per roll 4.00
Other sizes can be procured.

LAWN BORDERS.

Lawn Borders. 16 inches high; made of heavy iron wire. Price per foot ..... 7c.

FARM GATES

Made of No 9 Gauge wire; strong and durable; will give good satisfaction.

Prices:
3 feet. 48 inches high ..... $1.95 each.
3½ ft. 48 inches high ..... 2.20 each.
10 feet. 48 inches high ..... 3.90 each.
12 feet. 48 inches high ..... 4.25 each.
13 feet. 48 inches high ..... 4.50 each.
14 feet. 48 inches high ..... 4.75 each.
We carry a good stock and are never out of

CEDAR FENCE POSTS.

Standard Posts ..... Price each 22c.
Anchor Posts ..... From 75c. to $1.00 each.

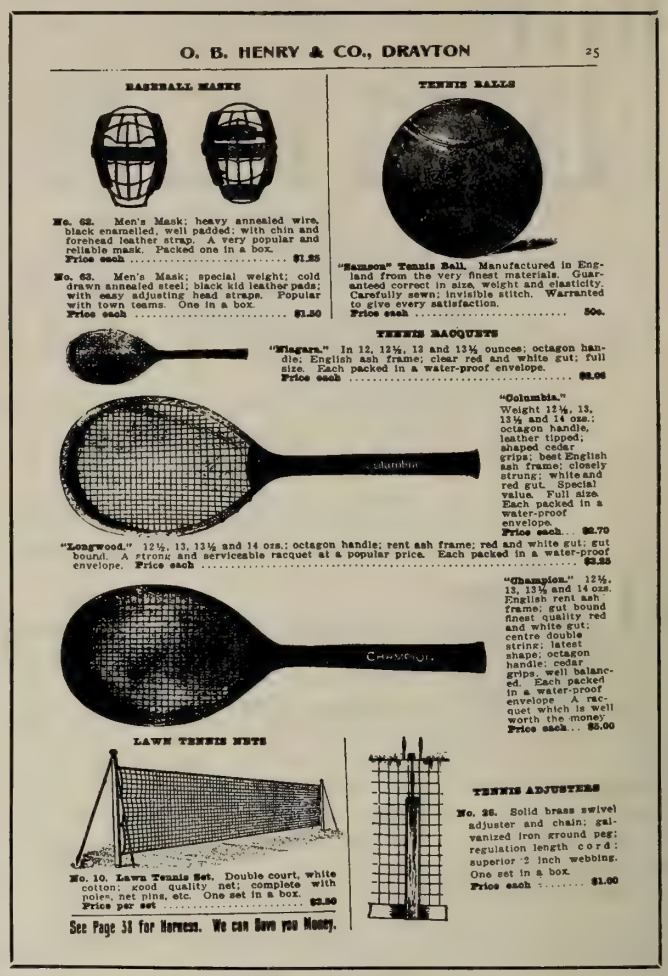
FENCE STAPLES

Galvanized. In sizes 1½ in., 1¾ in., 2 in Price, 7 lbs. for 25c.

WIRE FENCING.

No. 9½ Gauge Wire Fencing. Strictly high grade quality, you can make no mistake in buying this.
7 Wires; 47 inches high . . Price 23c. per rod.
8 Wires; 47 inches high . . Price 25c. per rod.
9 Wires; 51 inches high . . Price 29c. per rod.
No. 9 Heavy Fence Wire.—
7 Wires; 44 inches high . . . Price 33c. per rod.
8 Wires; 48 inches high . . Price 36c. per rod.
9 Wires; 52 inches high . . . Price 38c. per rod.
This is a guaranteed Fence in every way.

Our Motto: Satisfaction Guaranteed.



O. B. HENRY & CO., DRAYTON 25

BASEBALL MASKS

No. 62. Men's Mask; heavy annealed wire, black enamelled, well padded; with chin and forehead leather strap. A very popular and reliable mask. Packed one in a box.
Price each $1.25

No. 63. Men's Mask; special weight; cold drawn annealed steel; black kid leather pads; with easy adjusting head straps. Popular with town teams. One in a box.
Price each $1.50

TENNIS BALLS

"Samson" Tennis Ball. Manufactured in England from the very finest materials. Guaranteed correct in size, weight and elasticity. Carefully sewn; invisible stitch. Warranted to give every satisfaction.
Price each ..... 50c.

TENNIS RACQUETS

"Niagara." In 12, 12½, 13 and 13½ ounces; octagon handle; English ash frame; clear red and white gut; full size. Each packed in a water-proof envelope.
Price each $2.00

"Columbia." Weight 12½, 13, 13½ and 14 ozs.; octagon handle, leather tipped; shaped cedar grips; best English ash frame; closely strung; white and red gut. Special value. Full size. Each packed in a water-proof envelope.
Price each.. $2.70

"Longwood." 12½, 13, 13½ and 14 ozs.; octagon handle; rent ash frame; red and white gut; gut bound. A strong and serviceable racquet at a popular price. Each packed in a water-proof envelope. Price each $2.25

"Champion." 12½, 13, 13½ and 14 ozs. English rent ash frame; gut bound finest quality red and white gut; centre double string; latest shape; octagon handle; cedar grips, well balanced. Each packed in a water-proof envelope. A racquet which is well worth the money.
Price each... $3.00

LAWN TENNIS NETS

No. 10. Lawn Tennis Set. Double court, white cotton; good quality net; complete with poles, net pins, etc. One set in a box.
Price per set $2.50

TENNIS ADJUSTERS

No. 26. Solid brass swivel adjuster and chain; galvanized iron ground peg; regulation length cord; superior 2 inch webbing. One set in a box.
Price each $1.00

See Page 38 for Harness. We can Save you Money.

Two pages taken from the hardware catalogue of O. B. Henry & Co., Drayton, Ont.

quences that I can no longer consider it as an experiment but rather, an unqualified success.

The booklet consists of forty-eight pages which show only a portion of my stock. The cost for one thousand copies amounted to one hundred and seventy-five dollars. My next regular catalogue, which I shall get out next January, will embrace every article in my stock and consequently will require about one hundred pages and instead of one thousand I shall get out nearly double that number of copies.

In the rough, the catalogue is a modest replica of the jobbers' catalogues insofar as the cuts and the general description of each article is concerned. By making it such I was enabled to use their cuts and so reduce my own expense. In other respects I have endeavored to impart a little individuality to it as in the case of the general reading matter and the underlining of each page. For instance, an extract from the first page introduction reads as follows:—

"We guarantee each and every article we sell to be as represented, and expect you to return anything that you are not satisfied with, so we may return your money.

"We are constantly striving to improve the service given, the appreciation of which is shown by our constantly increasing business.

"Remember you can send us your orders by mail with absolute confidence, knowing they will receive the same careful and prompt attention as if you came personally to our store.

"We trust this catalogue will prove useful.

Yours truly,
O. B. HENRY & CO."

The following are some fair samples of the underlining at the foot of each page:—

"A square deal for everybody."

"Mail orders are given prompt and special attention."

"We never tire of taking pains to please."

"How easy it is to order by mail—try us."

"We stand behind everything we sell."

"It is a misfortune that we cannot show quality on paper."

"Do not turn over too hurriedly,"

and so on ad finitum.

I need not dwell upon the fact that we endeavor to make all of these promises good.

The accompanying cuts will give a fair idea of the general makeup of the pages.

For the fall trade I intend to supplement this catalogue by an additional leaflet dealing with the seasonal goods, etc.

The manner in which this sample catalogue pulls, for no other word so well describes the process, is surprising. In the first place, people are flattered and pleased by the attention that indicates an appreciation of their patronage, and a close study of their needs. This is more particularly true of the farming class who are not, as a rule, submerged in the avalanche of other advertising, attractive amusements, etc., that fiill the lives of city people.

Such a thing as this catalogue is an event to them.

Although they may not always be progressive themselves, farmers fully appreciate that quality in others, particularly when, as in this case, it benefits them. Its reception in their home is invariably of a favorable nature and it does its work while the merchant sleeps.

I find that people come in daily for the sole purpose of purchasing something that they saw in the catalogue and they come from long distances, for I sent the little book out in every direction within a radius of twenty miles. Frequently they say to me, "Why, I didn't know you had this in stock." The frequency of that remark has been a great lesson

(Continued on page 43.)

Auto Accessories a Splendid Hardware Line

Hardware Merchant at Paisley, Ont., Has Been Handling the Line for the Past Two Years — Large Turnover on Small Investment.

An authorized interview by Hardware and Metal representative with A. A. Sinclair, Paisley, Ont.

I HAVE been greatly surprised to learn that comparatively few hardware dealers carry a line of automobile accessories. This is the more surprising when the lack of small town garages is taken into consideration, for in the latter case one has no opposition other than that offered by some other town or city. Such opposition is negligible, for the small parts needed for a car are usually required without delay and in the case of the larger and more expensive parts that are carried in stock, the local hardwareman is better qualified to send away for them than his distant opposition is.

This line is such a perfectly natural one for the trade to carry, and further—to push, that it seems incredible that so large a number of country dealers, in particular, have failed to grasp the golden opportunity. I understand that a great many of those who do carry the line have neglected to go after the cream of it, viz., the more costly parts, such as tires, etc., simply because they do not carry such parts in stock. The smaller and cheaper auto parts, although they are very profitable, should be nothing more than a bait to hold the trade of car owners for the sale of the more costly parts.

I have been handling the line for two years and find that the business is constantly growing, not only through the local increase in cars, but owing to the fact that tourist travel is increasing every year and that the tourists necessarily buy a certain amount of goods in the country they travel through. As the good roads movement sweeps the country, this latter fact will be the more noticeable.

There were only four cars in the immediate vicinity when I first took on the line: there are twenty now. That is one illustration of the growth in a two-year period.

To get down to elemental facts: fifty dollars would buy my stock in this line, and yet I did an eight hundred dollar business on that investment in 1913. What straight hardware line can any of us claim as much for? This stock consists of a small quantity of batteries, carbides, Prest-O-lite tanks, spark plugs, battery connections, cement patches, blowout patches, wrenches, soapstone, adhesive tape, oil, tire and gasoline gauges, etc. In addition, I sell bumpers, lamps, horns, whistles, inner tubing, tires and other expensive accessories, but do not carry any of the latter in stock. Incidentally, I hold a sub-agency for the sale of cars and have just recently sold one. There is absolutely no expense to this; it is merely a case of getting the sub-agency, for which no deposit or purchase is required, making the sale and pocketing the commission. Included in my list of stock, mine although the other fellow carries it, are different makes of lubricating oils and greases to suit the requirements of the different makes of cars.

I have sold up to date this year, twelve tires, each of which represents a profit of at least eight dollars. As each tire sells for forty dollars or better, it can readily be seen that the cost of carrying a stock of them would be prohibitive for the country store with its restricted trade. This is doubly true when the fact is considered that one may have a call for any one of a dozen makes or sizes of tires. The same thing is true of lubricating oils and numerous other articles.

It can readily be seen that the most practical method is to allow the other fellow to carry the stock of such articles. They can always be obtained promptly from the nearest jobbing center and the owner is very seldom in a hurry for such parts as tires, oils, horns, etc. He usually carries extras of such articles, and even though he does not, can usually determine beforehand that he will soon have to replace a certain part. The customer is quite satisfied to be able to come in and get the small parts promptly, and if he is not waiting on me for the larger parts he would likely have to do so on someone else anyhow, and the average man will give his local dealer a fair show at his business so long as the latter does not charge him more than the other fellow.

I can get the parts here as quickly as any mail order house, and I stand behind my goods, ready to make good a defective tire or other part. The customer can come to me at any time and tell me his troubles, sure in the knowledge that I will do my best to help him: a much more satisfactory plan than dealing by mail with a firm that can offer no advantages of price or service to make up for the inconvenience it imposes on its customers.

Storage of Gasoline.

The addition of an underground storage tank for gasoline is a valuable addition to the dealer's equipment. The cost of same is about one hundred and fifty dollars and proves a good investment to the man who owns his own building. The tank may be buried in front of the store, and by the aid of paint the standpipe can be made a valuable advertisement of the fact that auto supplies are carried. No lettering is necessary; it is merely a case of painting the pipe a bright red, blue or some other catchy color, so that it may be seen from a distance, and its very presence signifies its purpose to the motorist who sees it from a mile away.

Naturally, I get the gasoline trade of those owners of cars who buy other car requirements from me and incidentally, for their small but certain profit and as a means of getting people into his store, for other than automobile use. Quite often I gain an entirely new customer in general lines through the sale of some small auto accessory. The mere sum total of my actual sale of accessories does not by any means represent the sum total of my sales as a result of handling the line, nor still less the good will that I have added to my stock.

The hardwareman's opportunity is no longer in the staple lines. He must carry them through force of necessity, for their small but sure profit and as a means of getting people into his store, but the specialties offer the greatest inducements as money-makers.

Of course, to be successful in the sale of such a line, one must tell the people by newspaper and otherwise that he carries it. The public at large knows without telling that the hardware dealer carries nails and screws, but the specialties must be kept constantly in evidence before it if sales are to be made. I usually make a prominent display of such articles in my windows and in cases convenient to the door. For instance, I handle grafaphones in the same manner that I do auto parts, carry one machine and a few records in stock and take orders. The sales are made through the fact that the grafaphone is one of the first things people see when they enter my store. They will buy nails only when they need them, whether hidden or

(Continued on page 57.)

HARDWARE AND METAL

VOL. XXVI. No. 25 Toronto, Canada, June 20, 1914 Two Dollars per Year

CLAIMS FOR DAMAGES

HARDWARE merchants have frequently complained about the difficulty experienced in securing redress from transportation companies for damages done to merchandise during transportation. In many cases the chief complaint has been in connection with the delay experienced by retailers in securing refunds or allowances. This delay, the railways claim, is very often due to the fact that the claimants do not supply complete information regarding the claim and the necessary documents as requested by the transportation companies.

Elsewhere in this issue Hardware and Metal has published full information regarding methods of preventing the necessity of making claims—methods of making claims, etc. If the instructions given are followed out, the transportation companies state that little or no difficulty will be experienced by merchants in having their claims amicably settled. The transportation companies also state that if claimants supported their claims with the proper documents described in the article it would very materially assist in bringing about prompt settlement. Delays are sometimes caused owing to the fact that shipments often travel over two or three different lines, thus necessitating investigation over each. Hardware and Metal found out during the course of inquiries that one of our largest railway companies are settling between 50% and 60% of the claims presented direct to them, within 30 days. Hardware merchants in order to avoid unnecessary delays should make all claims promptly and follow out the instructions given.

THE AUTO ACCESSORY LINE

ELSEWHERE in this issue a hardware merchant tells how in the year 1913 he did business to the extent of eight hundred dollars or more in auto accessories. This merchant carries a stock of accessories amounting to about fifty dollars and finds it sufficiently large to enable him to cater to the auto owners in his community. The experience of this merchant should act as a stimulus to other hardware merchants and cause them to investigate conditions in their community. The auto-accessory line is opening a new field for the hardwareman. One of the very desirable features in connection with the sale of accessories is the fact that many of larger items need not be carried in stock, but just ordered as needed. The jobber or manufacturer carries the stock and the hardware merchant can get prompt deliveries on most of the lines needed. The auto-accessory line embraces many items which form part of the regular stock in a hardware store.

When a merchant begins to figure out the needs of the autoists he should not allow himself to believe that the auto-accessory line embraces only such lines as tires, spark plugs, lamps, etc. These are good sellers, but there are many other lines as well.

One hardware firm in Western Ontario has increased its sales of metal polishes several hundred per cent. during the past three years, by featuring this line among many others for the use of autoists. The same firm has sold dustless dusters, chamois, spoke brushes, and even vacuum cleaners in fairly large numbers to auto owners. The cost of a representative small stock of auto accessories is not large, and when results can be obtained, such as those outlined by the merchant who gives his experience elsewhere in this issue, it is hard to conceive why almost every retail hardware firm is not actively pushing the sale of auto accessories.

SELLING SUMMER GOODS

WE are now entering the summer holiday season and the trade generally look for a slight falling off in the size and number of orders. It is unwise, however, to get the impression that a very fair volume of business cannot be secured during the summer months. When the holiday season arrives it is quite customary with some firms to relax their selling efforts and if business is rather dull to look upon the dullness as a condition that is bound to exist during the warm weather months. A good many of these firms often find at the end of the hot weather season that they have on hand a number of lines which should have previously been disposed of, and just before fall they make a desperate effort by price-cutting, special sales, etc., to sacrifice the balance of the summer stock. It is quite customary at the beginning of each fall season to see hardware merchants use extra newspaper space, floor space and window display space to aid in disposing of summer goods at or below cost. Is this good business? In some cases it is and in others it is not. The merchant who has used every legitimate method during the summer months to dispose of his stock can possibly be excused if he offers extra inducements in the fall in order to dispose of the remnants, but there is no excuse for the merchant who allows his sales aggressiveness to lie dormant during the summer months, and after the hot weather is over makes a mighty effort—often at considerable expense—to dispose of the remainder of his summer stock. Why not push summer goods hard during the hot weather months, rather than to wait until cooler weather approaches and then find it necessary to sacrifice time and profits in disposing of the summer lines when you should be busily engaged in the fall campaign.

RETAIL ADVERTISING

IN this issue the subject of retail hardware advertising has been dealt with at considerable length. This is a live subject with retailers at the present time. There are many retail hardware merchants throughout Canada who are anxious to advertise, and are firm believers in the value of retail advertising, but they are doubtful as to the proper course to pursue. In this issue a merchant in a small town in Ontario tells of the success he has had, and the business he has secured, from a 48-page catalogue which he distributed within a radius of twenty miles of his store. This merchant and several others who have gotten up catalogues of a similar nature have secured excellent results and their evidence points strongly in favor of small catalogues as being one of the successful methods which can be adopted by retailers in small places to secure business. There is one point we wish to make clear to our readers. The catalogue referred to in this article is not one of the so-called trade catalogues designed to serve the trade in general, and supposed to secure business for a merchant whether he be located in a mining district in Northern Ontario or on the other hand, in a fruit growing district in the southern portion of the province. The catalogue referred to in the article elsewhere in this issue is a catalogue prepared to serve the merchant in his particular community. It features the lines which the merchant knows are needed and can be used in his community. During recent years a number of catalogue schemes have been presented to retail hardwaremen and some of them have been very unsatisfactory. It has been our experience that the catalogue which produces the most beneficial results for the retailer is a catalogue which has been prepared with a view to serving the peculiar needs of the people residing in the community where the catalogue is distributed and not one prepared by men unacquainted with the requirements of the various communities. Readers of Hardware and Metal will find in this and subsequent issues many practical suggestions which will help in solving the advertising problems of the retail hardwareman.

MARKING OF FOREIGN GOODS

IT has been learned that a number of Canadian firms have been put to considerable expense and trouble owing to the fact that goods imported from foreign countries have not been properly marked. Hardware and Metal drew attention to this matter some time ago, but in order to make doubly sure that all readers will become thoroughly familiar with the regulations governing the proper marking of goods, we are quoting elsewhere in this issue, the section of the customs regulations governing this important matter. Importers should see that full instructions are given with orders for the proper marking of goods to be imported into Canada. Another customs notice

THE PROPOSED AFFILIATION

MEMBERS of the Ontario Retail Hardware and Stove Dealers' Association have been waiting for some time past to see what action would be taken by the advisory committee of the association regarding the proposed affiliation with the Retail Merchants' Association. The letter from President Macpherson, published in this issue gives the views of the advisory committee on the subject. The action taken by the committee will no doubt meet with the approval of the members generally, as they will now have an opportunity of discussing the matter in open convention at the next meeting which will be held at London in February. As stated by President Macpherson, it would be impossible to make the matter sufficiently plain in a circular letter, as there are many important features involved. The suggestion that the members at large might in the meantime express their views regarding the proposed affiliation is also a good one, and if the members take advantage of this opportunity it will assist materially in arranging the matter in more definite shape for consideration at the annual convention. There is probably no better way in which views could be expressed than through the columns of the trade press. Hardware and Metal will gladly publish expressions of opinion from any of the members.

THE BUSINESS SITUATION

BUSINESS, so far this month, as far as hardware is concerned, has been fairly satisfactory. Retailers are still cautious in buying, and orders are rather small, but this is considered a good policy to pursue and some jobbers are encouraging retailers along this line. May business appears to have been below that of the corresponding period of last year. The metal markets are still quiet and orders are of a hand-to-mouth character. Considerable price shading is still in evidence. The approach of the holiday season and the recent cool weather has affected business in some sections of the country. Stove manufacturers have had a heavy demand for summer stoves, but it is now slackening off to some extent. Paint manufacturers and jobbers report that trade with the retail hardwaremen is holding up fairly well, and that although orders being received at present are not large, they are very frequent. It appears to be the general opinion that if the crop outlook continues bright there should soon be a slight improvement in conditions. If a change takes place it will undoubtedly be for the better.

A VACATION PROBLEM

"WE would like to give our clerks holidays," writes a retail firm; "How can we do it without our trade suffering, as July and August are the busiest months in our year?"

It is refreshing to note that at least here is one dealer who is not afraid of the alleged summer slump myth and who finds the mid-summer months the best of the year. Regarding his question, a number of solutions could, no doubt, be offered, but it may be that they would not for some reason or other be adopted. Nevertheless it will do no harm to try.

Because July and August are busy months, is it to be assumed that the entire time of the clerks will be required? If so, then this firm can only arrange for holidays for the staff during other months of the year. June weather is usually good for a vacation and one clerk at least might be given his holidays then. If too late this year, it might be an arrangement for next. The clerk who likes fishing or boating might go in June.

There is no better month than September for a holiday. If one of the clerks is fond of duck and partridge hunting, September should be the month for his week or fortnight vacation. The Canadian National Exhibition is always concluded in September and if a clerk would enjoy a trip there and could afford it, there would be an extra inducement for him to take an early September holiday. September is also a splendid outing and camping month. October and November are months when a hunting trip is really most enjoyed and if one is fond of following the bigger game, he can easily find a holiday in them to his liking.

Advertising Methods of Retail Hardwaremen

Tendency on the Part of Hardwaremen to Use Illustrations on Their Advertisements—Samples of Several Recent Newspaper Advertisements.

IN last week's issue of Hardware and Metal a new editorial service was announced. The new service, viz., the supplying of small electros to aid the retail hardwareman in preparing his newspaper advertisements, circulars, and catalogues, promises to be one of the most welcome of the many innovations introduced by this paper during recent years.

As announced last week it is not the intention of Hardware and Metal to simply supply the electros and allow the hardwareman to use them as best he can—but to show how similar electros are being successfully used by other merchants engaged in the same line of business—also to show how the electros can be used in preparing effective copy—copy that will pull business for the retail hardwareman. There are in Canada to-day a few hardware merchants who have been using small electros of staple hardware lines in their newspaper copy; but the number is not large.

Hardware and metal determined to find out why such a small percentage of merchants used electros, and after many weeks' investigation, during which many merchants were interviewed, and many hundreds of letters received from others—it was proven beyond a doubt that Canadian hardwaremen did not use small electros principally because suitable electros were hard to secure at a reasonable cost. Elsewhere in this issue we show the first assortments of electros which have been prepared. The assortments will be enlarged from time to time. In order to show that a number of Canadian firms are now making splendid use of small electros we are reproducing a number of recent newspaper advertisements.

Probably one of the first Canadian hardware firms to use small electros extensively for newspaper advertising was the Russill Hardware Co., of King St. E., Toronto. The system of using cuts was introduced by Mr. Russill, thirteen years ago. Ads. are used in three Toronto papers and the same heading is always utilized. The ads. appear on Friday of each week, and in addition to the illustrations, the description and the prices of goods are also given.

The general public have little knowledge regarding the many useful articles contained in a hardware store, and which may be purchased at a reasonable cost. Through advertising of this nature the customer finds that he can procure a useful article in the Russill store at a stated price and the sale is often really made before the customer starts for the store. Mr. Russill states that the use of cuts has been a paying proposition for them and that in addition to the large returns they receive in the store they also receive a large number of phone and mail orders. It is also a common occurrence for children to come to the store with clippings from the Russill ad., having been sent by their parents for some of the goods advertised.

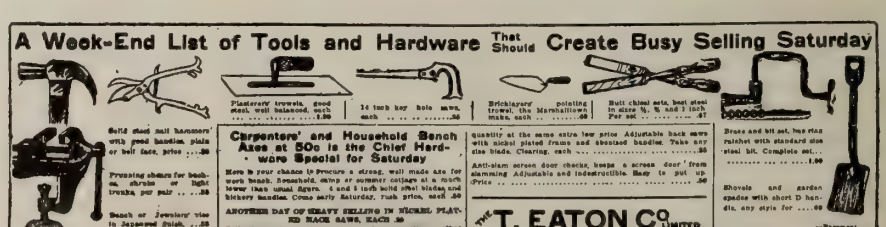


Newspaper advertisement of Purdom Hardware Co., London, Ont., showing use of small cuts similar to those being supplied by Hardware and Metal electro service.

It is the opinion of Mr. Russill that a firm doing from 100,000 to 200,000 dollars business per year can afford to spend 3 per cent. on newspaper advertising. The Russill Co. have increased their expenditure every year since starting this system, and have found that they have received returns in proportion to the amount expended.

The Purdom Hardware Co., London, Ont., has been using small electros for newspaper advertisements for the past six years. The advertisements appear in the London newspapers on Thursday of each week and feature Friday and Saturday Savings. In the Purdom ad., prices on each line are quoted. The fact that the firm has used this style of advertising for six years is ample evidence that satisfactory results must be forthcoming.

That the T. Eaton Co., one of Canara's largest and most successful merchandising concerns, believes in the use of small electros is shown in one of the accompanying reproduced advertisements. This ad. features a week-end list of tools and hardware. In this case, as in the others, prices are quoted on each line, and descriptions are given. Only a small amount of newspaper space is used, and still a large number of tools are featured. A Hardware and Metal representative visited the tool department of the Eaton Co. on the day mentioned in the ad., and found that as a result of the advertisement there were many inquiries for the goods advertised. The Eaton Co. always make it a practice to have the lines that are advertised in the newspapers, well displayed in the store, so that no time is lost in showing them to customers.



Advertisement of T. Eaton Co., Toronto, featuring a week-end list of tools and hardware. In this advertisement small electros have been used with good effect.

In "MacWilliams' Daily Store News," we see where a large number of kitchen utensils have been illustrated, described and priced. The advertisement occupied only a comparatively small space in the newspaper, but was distinctive and would be noticed by all persons scanning the page on which the ad. appeared. The electros in this ad. are neatly arranged and evenly balanced. In the center of the ad. the 5c, 10c and 15c counters are featured, and a list given of the goods which could be purchased at the above prices.



A well-balanced and attractive newspaper advertisement of T. A. Squire, Brantford, showing how small cuts may be used effectively.

T. A. Squire, hardware merchant, Brantford, Ont., also believes the use of illustrations to be a valuable asset to an advertisement. The accompanying reproduction of the "Squire" ad. shows how 16 electros were effectively used in one advertisement. Each electro represents a different line to any of the others shown, and still all are seasonable. This advertisement was exceedingly well balanced. Note that prices are quoted on all lines.

Hardware and Metal is making a close study of the advertising problems of the Canadian retail hardware trade and hardwaremen will find in this and subsequent issues much practical information and many suggestions.

USING A CATALOGUE IN A RETAIL HARDWARE BUSINESS.

(Continued from page 37.)

to me, so that I am determined that in the future they shall know of everything I carry. Goods must be displayed to sell and as I have not the necessary shelves in my store to show all of my goods, I shall make a further requisition on my paper shelves of printer's ink.

Some of my prices are marked quite low as a result of buying in bulk and for the purpose of bringing people into the store. Once in, they do not usually stop at buying the article that they came for. If a man comes for a lantern that I advertise for sixty-three cents, there is no reason why he should not be instructed in the superior value and advantages of the dollar one. The cheap one will serve to get him in the buying notion and the other one serve to fill his need and make my profit. Or if a man comes for a bargain in paint, I try to sell him a brush or some other accessory before he leaves.

I received one thirty-six dollar order the other day from an outlying township that I have never touched before and which pays for the cost of all the catalogues that went into that particular district.

I could give endless illustrations of such tangible benefits received, for they are continually cropping up. I can sum it all up by saying that the catalogue as applied to my business is the best means that I know of to assist me in my constant endeavor to make each year's turnover larger than the preceding one.

SUCCESS IN BUSINESS.

One great secret of success in business—the secret, in fact, of business on a large scale—is to conceive of it as a matter of principle, not merely as a series of transactions. An eminently successful business man said the other day that the more he understood of life the more clearly he saw that it was all done on business principle. By which he meant not only that the universe stands for the dollar, but that the universe is governed by unvarying laws; that promptness, exactness, thoroughness and honesty are wrought into its very fiber. On these business principles all life is conducted—if not by men, at least by that power which is behind man. It ought to be ambition of every young man to treat his business from this point of view.—Real Estate Record.



Newspaper advertisement of Russill Hardware Co., Toronto, using cuts similar to those now being supplied by Hardware and Metal electro service. The Russill Co. has been following this style of advertising for thirteen years.



Advertisement by MacMillan's, Saskatoon, Sask., showing how kitchen utensils may be featured using small electros.

Score of Experts on Retail Advertising

Wonderful Gathering Planned for June 21-25 in Annual Convention of Associated Advertising Clubs of America—Stereopticon Views on Styles of Advertising—Details of Valuable Program.

THIS is a message of invitation to every Canadian hardware merchant and ad. writer to participate in the great International Convention of Associated Advertising Clubs of America, to be held at Toronto, June 21-25.

It will be a wonderful Convention in size alone, for the present estimate of attendance is 6,000, and from additional reports coming in daily it is quite conceivable that the attendance may reach as high as 10,000. There will be two or three special trains from Boston, one each from New York, Chicago, Omaha, Dallas, Baltimore, California, and other cities and states. As for Canada, this will be the first time in its history that the annual convention of the A.A.C. of A. has been held outside the United States, and Canadian ad clubs from Halifax to Vancouver are planning to participate in the very great honor of acting as hosts. Montreal has two active organizations which are planning to unite forces and come as one big delegation representing that important centre of advertising enterprise. A most attractive water-trip is a part of the itinerary as arranged at present. There are all sorts of thrillers coming out of the West—reports of special trains from Edmonton, run in conjunction with other specials coming through from the Pacific coast, to say nothing of much special "doings" on the side. Vancouver, Calgary, Lethbridge, Regina, Winnipeg, and other cities will all be represented.



Art Galleries where the Printed and Lithographed Display will be on exhibition.

Will Meet at Exhibition Grounds.

The place of holding the Ad Clubs' Convention is absolutely unique—for it is none other than the grounds and buildings of the Canadian National Exhibition—the world's largest annual exhibition. Considering the type of buildings and the number of them thus placed at the disposal of the Convention, situated as they are in an immense lakeshore park, but only fifteen minutes' ride from the very heart of Toronto, Canadians should feel justly proud that they are to act as hosts to delegates and visitors from all over the United States, Europe, Australia, the Philippines, and other countries.



Showing one wing of the Horticultural Building, where Newspaper Section will meet.

Those who have not visited Toronto recently will find the trip East—or from the East, as the case may be—pleasureable on that account also. Toronto's growth in population during the past ten years has been 138 per cent. and the building and improvements of every kind that have been made during that time, or even during the past five years, are nothing short of marvelous.

A Wonderful Programme.

The first draft of the programme has just recently come to hand from John K. Allen, of the Christian Science Monitor, Boston, chairman of the Programme Committee, and it is a wonder.

Never in the history of all business, it is safe to say, has any business gathering had such a feast prepared for it.

First of all should be praised the completeness, the comprehensiveness of this programme. It touches upon every phase of every subject of importance to those who will attend the convention. It shows the most careful thought and an intimate knowledge of the needs of both buyer and seller of advertising. Every advertising interest will have abundant opportunity for expression, and it is evident that many a long-recognized problem is destined to discover its solution in June.

It is when one considers the speakers secured by Mr. Allen and his associates, however, that the full significance of this program is understood. There are coming to Toronto men of international reputation in their respective lives; men long recognized as absolute authorities, and men well worth coming across

the continent—or around the world, for that matter—to hear.

Apart from a few general sessions of the entire convention the gatherings will be split up into departmental sessions. The man who is interested in the production of newspaper ads. will not be called upon to listen to eulogies of bill-board advertising and discussions as to its improvement and encouragement as a medium for advertising.

For the men who are interested in retail advertising, a separate programme has been provided that will occupy three full sessions, one each on Monday, Tuesday, and Wednesday. These will be held in the Transportation Building, with Manley M. Gillam, of New York, as chairman. Papers will be given by the advertising managers of some of the most successful retail stores in America.

A list of some of the subjects will indicate the nature of the programme and give an index to the great value of the information that will be furnished. There is, for example, an address on Monday at 2.40 p.m. on "Honesty the Most Important Factor in Retail Advertising," by C. L. Brittain, of Kansas City, advertising manager of Klines, a well-known authority on the subject.

"Truthful and Untruthful Advertising as Applied to Business Building" will be handled by George H. Eberhard, president of the George E. Eberhard Co., of San Francisco.

"The Problems of the Small Retail Dealers" is a subject taken up by Harvey R. Young, advertising manager of the Columbus "Dispatch."

manager of Bullocks, Los Angeles, will deal with "The Advertising Appropriation: What to Spend." A former advertising manager of Marshall Field's will treat this subject from the point of view, "Where and How to Spend It," and so on.

This brief summary gives an inkling of the good things in store. For those who are unable to attend Hardware and Metal will report the papers in future issues.



Classical Entrance to Applied Arts Building.



Bird's Eye View of Convention Grounds, with the Press Building in the foreground.

Sample Displays.

Another valuable feature of the convention will be the sample displays of manufacturers for windows and stores, front signs, demonstrations, methods of sample distribution, mail advertising, etc.

A Sunday Gathering.

The Ad Club's Convention opens on Sunday. This in itself is a unique feature of a unique Convention, and to commemorate the occasion the committee succeeded in arranging for a wonderful Sunday afternoon meeting, when the world famed choral conductor, Dr. A. S. Vogt, will be present with his equally famous Mendelssohn Choir. They will render several compositions absolutely new to this continent, which they are preparing for the forthcoming European tour next year. This feature alone would at once make this meeting a notable one, and when it is realized that, in addition, there will be as speakers William Jennings Bryan and others of international reputation, some conception of the treat in store may be had.

The entertainment provided includes a moonlight excursion, a yacht race, a huge carnival of water sports. Wednesday evening will see motor cycle races, military tatoo, and a musical demonstration by nine military bands. This will be followed by a dazzling pyrotechnic display, including the portraits in a blaze of fire of his Majesty King George the Fifth and Woodrow Wilson, President of the United States, while between the two will be crossed flags of living fire—the Union Jack and the Stars and Stripes.



"Ask for it at the Administration Building."

One of the addresses that promises to prove among the most beneficial will be on "Style of Advertising," by Frank A. Black, of the advertising department of the great Boston store of "Filene's." This will be illustrated by stereopticon views.

A subject that is of interest to all will be "Tying up Window Display With National Advertising," by C. J. Potter, of St. Louis.

The advertising

Conference on Retail Advertising

Complete Program for Three Days Devoted to This Subject at Associated Ad Clubs' Convention in Toronto

MONDAY, JUNE 22.

2.10 P.M.—Address: "Where There Is No Vision, the People Perish," by Mrs. Jessie L. Leonard, of Boston, Mass.; secretary of the Boston Women's Publicity Club; advertising and sales manager of the Natural Line Corset Co.

2.40 P.M.—Address: "Honesty the Most Important Factor in Retail Advertising." by C. L. Brittain, of Kansas City, Mo.; advertising manager of "Kline's."

3.10 P.M.—Address: "The Mail Order Field for the Retail Dealer," by C. M. Baird, of Minneapolis, Minn.; advertising manager of the Plymouth Fur Co.

3.40 P.M.—Address: "The Problems of the Small Retail Dealers," by Harvey R. Young, of Columbus, O.; advertising manager of the Columbus "Dispatch."

4.10 P.M.—Address: "Truthful and Untruthful Advertising as Applied to Business Building," by George H. Eberhard, of San Francisco, Cal.; president the George P. Eberhard Co.

TUESDAY, JUNE 23.

8.10 P.M.—Address: "Co-operating with the Dealer to Increase His Sales," by Louis K. Liggett, of Boston, Mass.; president of the United Drug Co.

8.40 P.M.—Address: "Style of Advertising." Illustrated by stereopticon. By Frank A. Black, of Boston, Mass.; of the advertising department of "Filene's."

9.10 P.M.—Address: "Tying Up Window Display with National Advertising," by C. J. Potter, of St. Louis, Mo., of "The Drygoodsman."

9.40 P.M.—Address: "The Future of the Specialized Store," by W. A. Ferree, of St. Louis, Mo., of Nelson Chesman & Co.

WEDNESDAY, JUNE 24.

9.40 A.M.—Address: "The Retail Advertising Appropriation; What to Spend," by W. A. Holt, of Los Angeles, Cal., advertising manager of Bullock's.

10.10 A.M.—Address: "The Retail Advertising Appropriation; Where and How to Spend It," by J. J. Stokes, of Chicago, Ill.; president of the Middle West Advertising Agency; formerly advertising manager for Marshal Field & Co.

10.40 A.M.—Address: "The Retail Advertising Appropriation: When to Spend It," by Walter S. Hamburger, of Baltimore, Maryland; advertising department Hochschild, Kohn & Co.

11.10 A.M.—Address: "The Advance in British Retail Advertising," by George Edgar, of London, Eng.; of the "Advertiser's Weekly."

11.40 A.M.—Address: "How the Educational Work Trains Better Retail Advertising Men."

OVER THE COUNTER PROBLEMS.

In a special article on the programme, Edward Mott Woolley thus deals with the end of particular interest to retail merchants:

"The Retail Advertising group embraces men who come very close to that great general market, the people. "Over-the-Counter" problems that have been solved by local advertising will be analyzed in detail. Shrewd men and successful women have promised to tell the inside stories of their making good. And then the splendid Retail exhibit!

"This display of the retail group will be one of the chief features of the convention. Its purpose is to tie the work of the various departmental bodies to the counters of retail stores, and demonstrate to retail dealers the value of selling products that are nationally and locally advertised; also to show the approved methods of displaying such products, and to give examples of advertising matter supplied by the manufacturers, distributers, etc. Hence manufacturers have been invited to secure space, to install counters and shelves, to display their goods, to make window and store displays of their advertising matter, to show store-front signs, demonstrations, methods of sample distribution, direct mail advertising matter, and so on. In construction, elaborateness of display, and completeness of the showing, this will be one of the most important advertising exhibits ever made. The retail dealers of the United States and Canada are especially invited to see it. Possibly 25,000 people, or more, will accept, if advance interest is an accurate yardstick."

The Truth 

Emblem

Claims Against Transportation Companies

Method of Procedure to Follow in Collecting Claims—How to Prevent Claims—How to Collect Claims—Marking and Packing of Freight.

A HARDWARE merchant at Blenheim, Ont., recently wrote Hardware and Metal asking for some information regarding the method of procedure to follow in making claims against railway companies for damages arising through shortages, breakages, etc. Hardware and Metal has secured a number of important suggestions promulgated by carriers to secure the cooperation of the shipping public, indorsed by the Freight Claim Association, comprising practically all carriers in Canada, the United States and Mexico. The matter will be treated under the following headings: How to Prevent Claims — Marking Freight — Packing Freight—How to Present Claims—How to Collect Claims.

HOW TO PREVENT CLAIMS.

The Bill of Lading.

The bill of lading or shipping ticket prepared by shipper should be on standard form recognized by forwarding carrier; and since freight is forwarded under way bill, which is a copy of bill of lading, shipper should use every degree of care in preparing the bill of lading, making same legible, and observing the following rules:

Name of shipper, consignee and destination must be shown in full.

Whenever there are two stations of the same name in the same state, shipper must designate the county in which station is located.

Date of bill of lading must correspond with date of shipment delivered to carrier.

Articles must be carefully specified according to published classification of freight.

Care must be observed in comparing marks on packages with marks shown on bill of lading.

Marking Freight.

To insure the prompt and safe delivery of goods, it is necessary for the shipper to plainly mark each and every package, bundle or piece of a less than carload shipment, showing this information:

Consignee's name and bill of lading destination in full.

State in which destination is located.

If more than one station of same name in same state, full name of county must be shown.

All previous shipping marks must be obliterated.

If shipment is consigned to order of shipper, notify consignee, the words "order notify" must also be shown on package.

It is a great help to both shippers and carriers when shipper's name and location are also shown, with the word "from" preceding them.

Durable tags must be used when tags are absolutely necessary.

These requirements cannot be given too serious consideration by the shipping public. A member of the Interstate Commerce Commission recently said: "In my judgment it is not only a common law right, but a duty of a carrier, to refuse to receive shipments that are not adequately marked. It owes that duty to itself, and it owes that duty to other shippers who desire to use its facilities and to get a prompt service, relieved of the embarrassment and delays caused by the failure of other shippers to mark their packages clearly."

This expression is sustained by the Act of Congress approved June 18, 1910, amending the Interstate Commerce Law, in the following language: ". . . And it is hereby made a duty of all common carriers, subject to the provisions of this Act, to establish . . . a manner and method of presenting, marking, packing and delivering property for transportation . . . which may be necessary or proper to secure the safe and prompt receipt, handling, transportation and delivery of property."

Packing Freight.

The proper packing of freight is a form of insurance to which the consignee is entitled and which he should require at the hand of his shipper.

The proper preparation of shipments to enable them to withstand ordinary wear and tear of transportation is a

Form for Presentation of Loss and Damage Claims

_____ (Name of claimant) _____ (Claimant's Number)§

_____ (Name of person to whom claim is presented) _____ (Address of claimant)

_____ (Name of carrier) _____ (Date presented) _____ (Carrier's Number)

MONTREAL, QUE. (Address)

This claim for $_____ (Amount of claim) is made against the carrier named above by _____ (Name of claimant)

for _____ (loss or damage) in connection with the following described shipments:

Description of shipment _____

Name and address of consignor (shipper) _____

Shipped from _____ (City, town or station), To _____ (City, town or station)

Final Destination _____ (City, town or station) Routed via _____

Bill of Lading issued by _____ Co. Date of Bill of Lading _____

Paid Freight Bill (Pro) Number _____; Original Car Number and Initial _____

Name and address of consignee (whom shipped to) _____

If shipment reconsigned enroute, state particulars _____

DETAILED STATEMENT SHOWING HOW AMOUNT CLAIMED IS DETERMINED

(Number and description of articles, nature and extent of loss or damage, invoice price of articles, amount of claim, etc.)

Total Amount Claimed

IN ADDITION TO THE INFORMATION GIVEN ABOVE, THE FOLLOWING DOCUMENTS ARE SUBMITTED IN SUPPORT OF THIS CLAIM.*

( ) 1. Original bill of lading, if not previously surrendered to carrier.
( ) 2. Original paid freight ("expense") bill.
( ) 3. Original invoice or certified copy.
4. Other particulars obtainable in proof of loss or damage claimed.

REMARKS _____

The foregoing statement of facts is hereby certified to as correct.

_____ (Signature of claimant.)

§Claimant should assign to each claim a number, inserting same in the space provided at the upper right hand corner of this form. Reference should be made thereto in all correspondence pertaining to this claim.

*Claimant will please place check (x) before such of the documents mentioned as have been attached, and explain under "Remarks" the absence of any of the documents called for in connection with this claim. When for any reason it is impossible for claimant to produce original bill of lading, or paid freight bill, claimant should indemnify carrier or carriers against duplicate claim supported by original documents.

Form used for presentation of claims.

duty which the shipper owes alike to himself, to the customer which he is serving, and whose patronage may be assumed to be valuable to him, and to the carrier who is trying to serve both.

The failure to properly prepare shipments for transportation furnishes a large contribution to claim expense accounts of carriers, as well as delay, expense and dissatisfaction to the shipper and consignee. This would be greatly minimized, if not entirely eradicated, by the exercise of care to see that material of sufficient quality and strength is used in the construction of bags, boxes, bales and other containers, and in the case of goods shipped in straps that the individual packages be securely held in place, having in view the weight of the contents which it is desired to protect.

Shippers should inspect cars to be loaded by them and see that they are placed in proper condition to safely transport the freight with which they are intended to be loaded.

HOW TO PRESENT CLAIMS.

Overcharge Claims.

The following documents should be submitted by claimant in supporting claim for overcharge in rate, classification or weight:

A.—Original bill of lading, if not previously surrendered to carrier.

B.—Original paid freight bill.

C.—Original invoice, attested copy, or such other evidence as may be necessary to prove the rate, weight or classification claimed.

D.—Statement of claimant showing how overcharge is determined with reference to published tariff or other authority for rate, weight or classification claimed.

E.—When for any reason it is impossible for claimant to produce original paid freight bill or bill of lading, claimant should indemnify carrier or carriers against loss by payment of duplicate claim supported by original documents.

F.—The absence of any of these documents should be explained.

Loss and Damage Claims.

The following documents should be submitted by claimant in supporting claim for loss or damage:

A.—Original bill of lading, if not previously surrendered to carrier.

B.—Original paid freight bill.

C.—Original invoice or attested copy.

D.—Statement of claimant showing how amount of loss or damage is determined, with such other evidence as may be necessary to substantiate same.

E.—When for any reason it is impossible for claimant to produce original paid freight bill or bill of lading, claimant should indemnify the carrier or carriers against loss by payment of duplicate claim supported by original documents.

F.—The absence of any of these documents should be explained.

How to Collect Claims.

Honest, frank and hearty co-operation on the part of claimant in presenting claim with proper evidence does much to expedite settlement. The policy of carriers to-day is to establish the validity of a claim and not to avoid liability.

The freight claim agent is bound to live within the scope of the law, and cannot subject himself, his company, or the claimant to the severe fines and penalties imposed by law by paying claims until the facts and measure of legal liability are established. ("It is not the proper practice for railroad companies to adjust claims immediately on presentation and without investigation. The fact that shippers may give a bond to secure repayment in case, upon subsequent examinations, the claims prove to have been improperly adjusted, does not justify the practice.")

Any loss or damage, immediately on discovery, should be reported to the agent of the delivering line, and every opportunity should be afforded him to inspect and verify the same, and in no case should report of this loss or damage be delayed beyond forty-eight hours after receipt of goods.

Delay in making complete investigation is sometimes unavoidable on account of the numerous agencies involved. It must be borne in mind that every claim must undergo some investigation, since reports of loss or damage are not always at the finger tips of the claim department.

Delay in adjusting claims for damages often arises through the refusal of consignee to accept property which has been delayed or damaged in transit. It should be understood that the acceptance of such delayed or damaged property does not in any way jeopardize any proper claim which the owner may have against the carrier; in fact, the law expressly provides that a consignee must accept his own property and use all diligence in disposing of it with a view of minimizing loss.

If a carrier fails to acknowledge receipt of a claim, it is an oversight. In acknowledging receipt of claims the official in charge of the claim department furnishes a claim number under which all correspondence pertaining to that claim is handled, and it would very much expedite the work in the freight claim office if reference was made to this claim number in any correspondence from claimant or on statements of account periodically sent.

Respecting Loss and Damage Claims.

Before presenting a claim on account of loss and damage, the following important information respecting claims should be given careful consideration:

1.—The terms under which property is accepted and transported by a carrier, as stated on the bill of lading issued by the carrier, also in tariffs and classifications issued or subscribed to by the carrier. Persons intending to file claims should, before doing so, examine the terms and conditions under which property was accepted and transported. If any part of the shipment in question was subject to the regulations for the transportation of explosives and other dangerous articles, prescribed by either the Interstate Commerce Commission or Board of Railway Commissioners for Canada, as the case may be, the person filing the claim should know that all of these regulations applicable to the shipment had been complied with.

2. In order that the carrier may have an opportunity to inspect goods and thereby properly verify claims, any loss or damage discovered after delivery should be reported to the agent of the delivering line, as far as possible, immediately upon discovery, or within forty-eight hours after receipt of goods by consignee.

3. Pending the settlement of any dispute or disagreement between the consignee and the carrier as to questions of loss and damage in connection with property transported, the consignee may avoid a possible accrual of demurrage or storage charges, as well as other loss or damage by promptly accepting the property from the carrier. Such action on his part in no way affects any valid claim which may exist against the carrier.

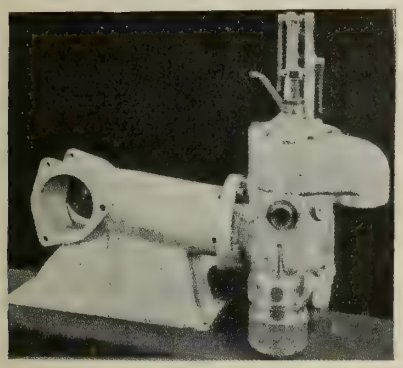
4. Under the provisions of the Act to regulate commerce of the United States, and of the Railway Act of Canada, the tolls charged by a carrier must be charged equally to all persons under the same conditions, and no reduction or advance in any such tolls must be made directly or indirectly in favor of any particular person or firm using the railway. The refund or remission of any portion of such tolls through the payment of fraudulent, fictitious or excessive claims for loss of or damage to merchandise transported is as much a violation of the law as is a direct rebate or other discriminatory concession. Shippers and consignees are, under the provisions of both acts mentioned, subject equally with the carrier, to the penalties, imposed under said acts, for aiding, abetting or receiving of discriminary or unlawful concessions.

Aluminum Goods in the Hardware Trade

Information Regarding the Growing Importance of Aluminum—A Large Range of Articles Now Being Made From the Lightest Commercial Metal in the World.

Written for Hardware & Metal by Ernest V. Pannell, A.M.I.E.E., of The British Aluminum Co., Toronto.

IN the world of hardware and metal there is probably no material of such growing importance as aluminum. In the hollow-ware industry, the automobile trade, and the field of air-craft construction the use of the metal is a sine qua non, and in numerous other directions brass and copper are giving away to the lightest commercial metal in the world.



Carburettor made of aluminum.

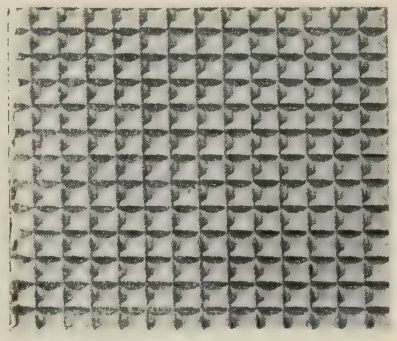
A visit to a fully-equipped sample room of a large firm dealing in aluminum in its various forms will reveal a large and interesting collection of samples illustrating different applications of the metal. The variety comprises a range from a rivet to a radiator. Time is proving the words of Dr. Richards, that "the application of aluminum to the making of culinary utensils will overshadow in magnitude all other applications of the metal." There are reasons for this; for one thing the metal is the same all through and no chipping can take place. In the second place, the metal is proved to be absolutely non-poisonous under the action of all ordinary salts and acids in foodstuffs. So, the use of aluminumware appeals to the Safety First instinct, and this fact, together with the elegant appearance of the metal when polished, is the chief reason for its present popularity. The manufacture of aluminumware is a simpler proposition than that of enameled steel, the metal is so much easier to punch, draw and spin.

Apart from culinary ware, aluminum is now employed for a number of domestic uses. Kitchen cabinet tops are almost invariably of this metal. Door handles, finger plates, kicking plates, stair treads and step-edgings are being supplied in aluminum. For flooring and stair treads the important feature is the non-slippery property of the metal. Most people know that aluminum is the worst thing in the world to make a bearing of, because of its high friction. For the same reason, however, it makes an excellent non-slip step or edging, and the Toronto Railway Company have confirmed this by equipping a large number of their cars with aluminum nosing on the edge of the platform.

The present season is to see a great boom in motor-boating, and some of the Canadian models of speed-craft are fine examples of motor-boat engineering. A noticeable feature is the extent to which aluminum fittings, handrails, cleats and chocks are used. Aluminum matting is extremely popular as a deck covering on account of its being easily cleaned and absolutely fireproof. Sidelight fittings are being cast in aluminum, making a very light and neat fixture the exact model of that used on a 2,000-ton steamship.

Some entirely new uses which are being made of aluminum include corrugated roofing, wire netting and wire cloth. Of course, for these purposes aluminum is more costly than galvanized iron, but it has a far longer life, and is adapted for use in situations where chemical fumes are present, and where no other metal could be employed. One of the most remarkable features of aluminum is the manner in which it resists chemical action; aluminum piping is being satisfactorily used for conveying the liquids produced in leather factories and paper mills. In gas works and ammonia plants the metal is also employed very largely for roof nails and other details. Nails and screws of all ordinary stock sizes are to be obtained in aluminum, whilst a still larger trade is done in rivets. Aluminum rivets are very soft and easily headed up. They are extremely useful for the thousand-and-one domestic purposes, such as repairing a leather strap, small metal articles, etc., and several hardware stores are carrying a line of these in stock.

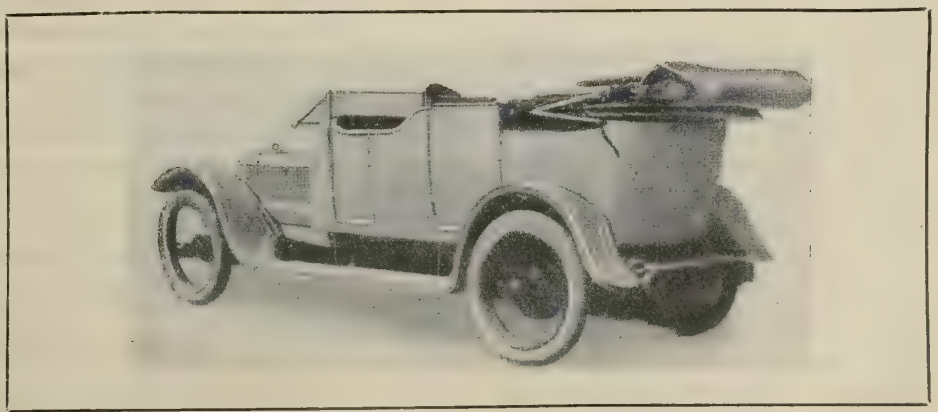
It is becoming recognized that aluminum in various forms is a useful line for hardware dealers. Constant inquiries are being made for aluminum matting for automobile repairing,



View of a section of aluminum tread.

sheet for table tops, nails and rivets, wire, screws and many other forms of the metal.

Hector St. Aubin, who was employed in the sales department of Caverhill, Learmont & Co., Montreal, for the last five years, was the victim of an accidental drowning at St. Rose, Que., on June 6th. He was in bathing with friends and got beyond his depth. He was 20 years old, and lived at Dorval. He was well liked by all who knew him, and was looked upon as a young man of considerable promise in the hardware business. The body was recovered, and funeral was held from his home in Dorval. A floral tribute was sent from Caverhill, Learmont & Co.



Showing the use of aluminum mud guards on an auto.

Proper Marking of Foreign Goods

An Item of Interest to Importers

ATTENTION was called in a recent issue of Hardware and Metal to an article in the customs regulations dealing with the proper marking of goods imported into Canada from foreign countries. It has been learned that a number of Canadian dealers have been put to considerable trouble and not a little expense through ignorance of the regulation. As it is possible that some of our readers overlooked this particular item, and in view of the important bearing it has on the purchasing of certain lines, we quote the section again. It appears under Schedule C, Article 1209, of the customs regulations and reads as follows:—

"Any goods—(a) which, if sold, would be forfeited under the provisions of Part VII. of the Criminal Code, or,

"(b) Manufactured in any foreign state or country which bear any name or trade mark, which is or purports to be the name or trade mark of a manufacturer, dealer or trader in the United Kingdom or in Canada, unless such name or trade mark is accompanied by a definite indication of the foreign state or country in which the goods were made or produced:

"Provided, that for the purposes of this item, if there is on any goods a name which is identical with or a colorable imitation of the name of a place in the United Kingdom or in Canada, such name unless it is accompanied by the name of the state or country in which it is situate, shall, unless the minister decides that the attaching of such name is not calculated to deceive (of which matter the minister shall be the sole judge), to be treated as if it was the name of a place in the United Kingdom or in Canada."

It appears that while this regulation has been in existence for many years it has not, until very recently, been enforced. The meaning of it in short, is that goods which have been made in say Germany or Austria, must be marked "made in Germany," or "made in Austria," so that they shall not appear as the product, for instance, of Great Britain.

To take a specific case for example, say a package of cutlery, which has been made in Germany, and which is put up with a label printed in English, bearing the name of a presumably British firm. If this package did not contain the words "made in Germany," or some similar line to indicate the country of origin, it would be liable to seizure by the customs authorities.

It has been learned that one dealer who bought an order of goods, in good faith, not knowing of the existence of this regulation had a consignment seized after he had paid the duty. He was subsequently allowed to send the goods back to the manufacturers, where the necessary change in label was made and the goods returned here, but the dealer was out the duty he had paid on the order in the first instance, as he had to enter them the second time in the regular way.

The merchant who orders goods in any foreign country, marked with his name or trade mark, or the name or trade mark of a real or fictitious firm, must have the name of the country in which they have been made also marked on the goods and on the packages. If the goods are made in the United States they must bear the mark of the United States, if they are made in Germany they must bear the name of Germany. Merchants would do well to specify when ordering that the name of the country be plainly marked on the packages and goods in addition to any other marking there may be.

OFFICERS for 1913
President
H. Occomore - Guelph
1st Vice-President
W. F. Macpherson, - Prescott
2nd Vice-President
C. W. Conn - Tillsonburg
Advisory Committee
H. Occomore - Guelph
C. W. Conn - Tillsonburg
J. N. McGregor - Oakville
Advisory Com. Secretary
W. F. Macpherson - Prescott

Organized April 13, 1906.

ONTARIO
RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION

Office of ..... the President .....
~~Chairman District No.~~ .....

Executive Committee
Geo. Ecclestone - Bracebridge
Ed. Wanless - Chatham
Charles C. Lee - Goderich
Jas. N. MacGregor - Oakville
E. J. Creeper - Owen Sound
W. J. Carter - Picton
Treasurer
John Caslor - Toronto
General Secretary
Weston Wrigley - Toronto
32 Colborne Street

Prescott, June 15th, 1914.

Mr. G. D. Davis,
Editor Hardware & Metal,
143 Union Ave.,
Toronto, Ont.

Dear Sir:

With reference to the matter of the proposed affiliation of the Ontario Retail Hardware & Stove Dealers Association and the Retail Merchants Association, this matter has received the best attention of the Advisory committee of the Hardware Association, and, inasmuch as the matter has only been discussed, so far, between the officers of the two Associations, the Advisory committee did not deem it advisable to ask our Association for a vote on the proposed affiliation, until the matter could be laid before them in open Convention and each member have an opportunity of discussing the subject and giving an intelligent vote, after due consideration. It would be impossible to make the matter sufficiently plain in a circular letter, and we have considered leaving the matter in abeyance until the Convention to be in the best interests of the Hardware Association.

The Committee would be only too glad to receive views from the membership at large, which might enable them to have the matter in a more definite shape for consideration at the annual Convention, when it will receive a prominent place on our program.

Yours faithfully,

W. F. Macpherson

President O. R. H. & S. D. A.

Letter from President Macpherson outlining action of Advisory Committee of O.R.H. & D.A.

Talks of a Selfmade Merchant to his Clerks



Neatness is One of the Most Essential Points in the Accoutrement of the Man Who Wishes to Succeed.

By Byron J. Morrow.

I'M going to talk of a personal topic to-day, boys, said the Boss. You've all heard that old saying "Clothes don't make the man." I want to say right here that I wish whoever started that proverb going had been suffering from a mild attack of tetanus or writer's cramp on the day the immortal thought struck him. A lot of immorality, sedition and laziness has been bred by certain of these old proverbs, wise saws and so forth that men are so fond of rolling off their tongues. You can find proverbs to excuse you in any form of deceit and villainy. Proverbs, like texts, can be twisted to make excellent excuses.

But I don't know of any that annoys me so much as this one about clothes. I remember how it used to affect me when I was young. I accepted it as a justification for laziness. When the weighty question of blacking my boots or leaving them unblacked would come up I would decide on the masterly policy of inactivity and feel more or less virtuous and elevated over it "Clothes don't make the man," I would say to myself. "Men who bother about dress are fops. It's what's underneath that counts. The rough man with the sterling qualities is the one who gets along, not the dude."

That sort of reasoning makes a virtue out of laziness.

Now I want to make this point clear. No man can make a complete success who does not have due regard for his personal appearance. Neatness is one of the most essential points in the accountrement of the man who aims to succeed. You've probably heard it said that such and such a great man pays no attention to personal appearance. But don't put much stock in such stories. The chances are that they are entirely wrong or grossly exaggerated. Certainly the great man mentioned has acquired his indifference to personal appearance since achieving his success. He would not have proceeded very far on the high road to fortune if he had tried to make the trip in the guise of a tramp. Disreputable looking parties are soon ordered off that road.

And this is the reason. There are few lines in which a man works independently. In ninety-nine cases out of a hundred, a man succeeds or fails through the success or failure that he scores in his relations with other men. We are all salesmen here and the success that we each have depends upon how well we can apply what we know about salesmanship to the customers that we meet. Personality is just about fifty per cent. of salesmanship—if not more. The impression that we make on the person we aim to sell to goes a long way to selling the goods—or else crabs the deal for us.

Is there any spectacle that excites scorn or compassion faster than that of a man with several days' growth of scrubby beard, a dirty collar and muddy shoes? Confronted with a specimen of this kind, you can feel no respect for him. You feel that no matter how busy or poor he may be, he could present a better appearance if he took any interest in the matter at all. His slovenliness shows that he doesn't give a continental what people who meet him may think; in other words, he doesn't give a rap for your opinion, good or bad. Personally I never see an unshaven chin without feeling a desire to bring my fist in conjunction with it.

Can a man who looks like a tramp make enough impression on you to sell you anything?

No man is a salesman when he has a thick stubble on his cheeks or a muddy pair of boots on his feet. And the reason is this. He lacks that supreme confidence, that utter lack of self consciousness which is gained only when a man knows he is above reproach in the matter of his personal appearance. What a new feeling a man has when he has donned a suit that is newly pressed and shoes with mirror-like powers of reflection. He knows that he looks right; and consequently he feels right. But when you know that your trousers bag at the knee, that your shoes are down at the heel and that the lower half of your face presents grounds of belief for the theory of evolution, you can't help but feel apologetic and uncertain. You are at a disadvantage in meeting other people.

I'm telling you this because I've noticed evidences of carelessness on the part of certain members of this staff. Don't limit your acquaintance with razors to selling them—use them, every morning. How can you expect to sell shoe polish to customers when your own pedal appendages show the fact aloud that you don't use yourself what you are recommending.

But perhaps the chief fault to be found is not so much in lack of attention to the clothing question but too much attention. One or two members of this staff—I'm not mentioning names—have gone to the other extreme. I don't know just which I think is the most objectionable—the sloppy, careless dresser or the extreme dresser. The first arouses antagonism but the second wins contempt. When you see a fellow with a hat that must have been designed by a paranoic with a taste for the grotesque, a tie that would delight a demented cubist and a pair of salmon colored boots—buttoned — with cream colored cloth tops, you know at once that his hat is a 6 and ⅜ and that the space inside his cranium isn't overcrowded at that.

I went into a bookstore the other day and up bustled a young fellow fairly burning with the desire to sell me everything in sight. He was a good salesman alright; talked well but not too much, knew his goods and had my requirements sized up to a pin point. But he had one weak point. In some moment of weakness the thought had occurred to him to do his hair in a distinctive way. It was distinctive alright. He let it go long and then stood in right up in front. For five inches it stood up from his fore-

(Continued on page 53.)

New Goods Offered Canadian Hardwaremen

GARAGE DOOR HOLDER.

The Stanley Works, New Britain, Conn., are offering to the Canadian trade the Stanley 1775 Garage Door Holder here illustrated. The makers claim the following:

The Stanley door holder is protected by the building whenever the doors are closed and it is not apt to become deranged by snow and ice. Sometimes



The Stanley 1775 Garage Door Holder.

the snow will drift around the outside of the building and if you depend on posts set in the ground for holding the doors back, you will always have trouble taking the snow away. The Stanley No. 1775 is always in a safe position and does not depend on external appliances. It cannot be blocked by snow and this absolutely does away with the idea of gumming up.

Strength: It is applied at a substantial distance from the hinge so that it has a considerable leverage on the door. Unlike other devices which have been used for holding doors and windows open, which were applied near the joint, it is well adapted to withstand any abuse or misuse, on account of its position on the door itself.

Its practical automatic action: No one has to give it a thought, the mere act of throwing the door open hurriedly will set the device in action and it takes care of itself. In closing the door, it is only necessary to catch hold of the thumb ring and a slight pull will not only release the lock on the side but will pull the door shut as well.

It is never in the way. The automobile goes in with the top up and there is practically as much clearance as before the holder was applied. It is not noticeable and yet it is on the job all the time.

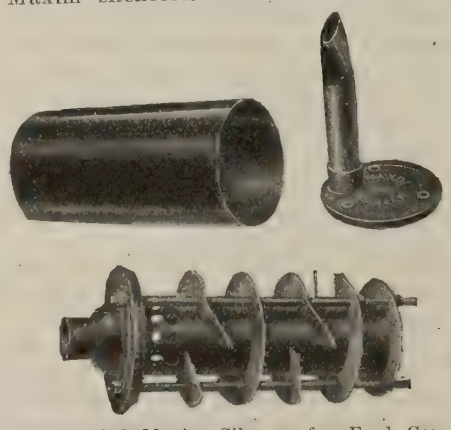
It is very easily applied and no mortising is necessary. Dimensions are: Weight, 9 lbs.; length, open, 48 inches; closed, 27½ inches.

SILENCER FOR FORD CARS.

The Maxim Silencer Co., Hartford, Conn., is offering the Canadian hardware trade a Maxim silencer for Ford cars. It is said by the makers that Mr. Maxim has applied the same principle to the Ford motor that he has applied to the rifle in producing the gun silencer. The manufacturers claim that by fitting the device to a Ford car, it becomes the equal of a high priced motor in quiet-running efficiency. The noisy, annoying, unending "chug-chugging" becomes a thing of the past. The back pressure on the engine is decreased, thereby giving greater power and consuming less gasoline. Actual tests are said to have demonstrated that the muffler causes 1-3 more back pressure than the silencer. The silencer-equipped car can get away quicker, climb hills better and is more efficient in every way.

The illustration herewith shows the silencer disassembled. The gas from the exhaust enters the silencer at A and expands immediately in the expansion chamber C. The outlet from this expansion chamber is at C, which (as can be seen) gives a suctioning effect to the gas.

After leaving the expansion chamber through these holes at C, the gas begins its passage through the peculiar whirl chambers which are characteristic of all Maxim silencers. These chambers are



Disassembled Maxim Silencer for Ford Cars.

formed by using three segments made from 1-16 inch thick sheet steel. The segments are separated from each other at the joints so as to give circumferential discharge. The next chamber, although constructed in exactly the same manner, has its discharge spaces in the reverse direction. Thus is secured a whirl in the space E between the two chambers. At the end of the first segment F, the gas—or more accurately, the noise wave—is divided into halves, one-half passing into the next chamber where it is in turn divided into halves, and so on from one chamber to the other until it is gradually dissipated.

The silencer is furnished complete with brackets and tail pipe ready for attaching. Anyone can attach it quickly and easily. All that is necessary is to remove the regular muffler and replace it with the silencer. It's an easy job which can be done in a few minutes.

NEW BATHROOM FITTINGS.

The American Ring Co., Waterbury, Conn., has recently placed on the market a number of new patterns in bathroom fittings, including the following: No. B3190, a combination tumbler holder and tooth brush holder, the little



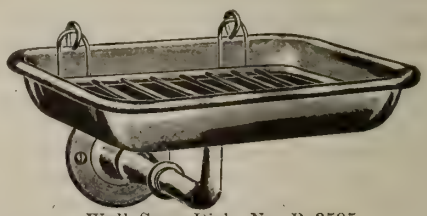
Combination Toothbrush and Tumbler Holder, No. B 3190.

rings around the base of the tumbler holder, holding the brushes suspended. B3595 is a wall soap dish with a removable drain, which can be easily cleaned, and at the same time is said to keep the soap in good condition.



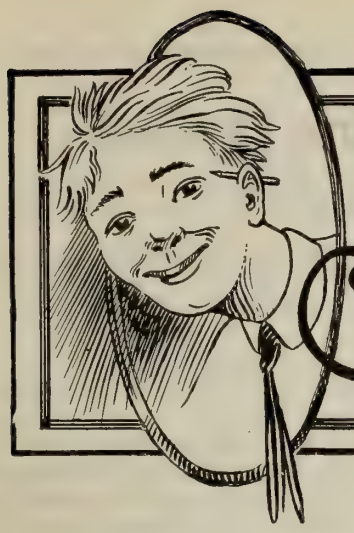
Wall Soap Dish, No. B 3526.

B3526 is another variation of the wall soap dish, the removable plate or tray serving the same purpose as the drain in B3595. This tray sets flush with the top, and is removed by the holes in the center, which also drain off



Wall Soap Dish, No. B 3595.

the water. All the goods are made of solid brass and are polished and heavily nickel plated in order to get the best finish possible. They are packed complete with screws.



THE JUNIOR CLERK'S PAGE

THE RISE OF BILLY.

BILLY had reached his sixteenth birthday. His father was a business man of more than average ability, who had made good in the country town. His ambition had been to give each of his children a good start in life. One was a teacher of unusual merit. Another had entered upon a fine professional career. Billy had been kept in school in the hope that one day he would enter partnership with his father or pass on to the law school. On this particular morning he approached his father.

"Dad," said he, "I'm tired of school. Brown & Peters have advertised for a boy to learn the hardware business. I was down to see them last night and if you have no objections I'll begin today."

So Billy began. His wages were four dollars per week. Out of this he agreed to pay his mother two dollars per week for board and washing. The remaining two dollars were to keep him going in all other respects. At the end of the year he banked forty dollars.

Brown & Peters had not spared him. There was not a minute for soldiering. It was, "Billy, do this," all day. But the faster Billy ran the better he seemed to like it. No job was better liked by him than that of dusting and arranging the goods. By the end of the first year he was familiar with every article and its price that the big store contained. The second year his wages were advanced to six dollars per week. His board bill rose to three dollars per week. His personal expenses were kept as near the old mark as possible.

Billy was not contented to study the store alone. He made up his mind to know the customers. It was his delight to get his lady patrons talking about their kitchen equipment. He was astonished to find how women were really satisfied with their stoves. When he found a dissatisfied woman it was fun for him to be invited to inspect it. In many cases he was able to set everything right in a few minutes. There were no tips in this for him, but the customer was found inquiring for Billy the next time she came to the store. Further, it was found that Billy soon knew more about stoves than any other clerk on the premises, and by the end of the third year Billy was placed at the head of the stove department, and his firm soon had the lead in the stove trade in that part of the province. Still another line suggested itself to Billy. Why not go after the farmers for their binder twine? In spare hours he was out on the farm. He won the confidence of these customers. He studied their needs in this respect, and induced his firm to buy none but the best of twine. He had found out that there is nothing that will put a farmer in worse humor on a fine day in harvest, when the grain is ripe to the shelling point, than to be held up by twine that will not run or that breaks frequently. A cent or two on a ball of twine was a trifle in comparison with the injury done a field of grain. When he encountered a farmer whose heart was hot for such a reason Billy was ready to suggest a trial bag of his particular brand. By the end of the second season Billy's firm had the lead in binder twine. The brand sold was one of the best in the market, and Billy knew the men worth selling to.

While not neglecting any feature that he had previously mastered, Billy added new features as time or opportunity offered. He studied hardware and customers as a first-class lawyer prepares his brief. At the end of the fifth year Billy's salary was $800 per annum. During the ninth year Peters died, and Brown invited Billy into his office. "What do you say to taking a share in the business? I'll give you a third interest, and you need not invest a dollar." And so the deal was closed.

That was twenty years ago. Last year Brown passed to his reward, and Billy was ready to take over the whole business. The firm now is Billy. And a mighty good firm it is. Billy began with the overalls. In them he learned the business from its practical side. He learned the quality of goods by handling and studying them. He came into a first-hand knowledge of his customers and their requirements by personal, every-day contact with them. He learned to look at the goods from the customer's point of view. He learned the worth of a dollar by being obliged to make it go as far as possible. He has his auto now, but to this day he is as willing as ever to carry goods or to look over a rebellious stove or water pipe.

It seems a far cry from the little lad who swept the store and was given all the extras in the way of hard work and unpleasant jobs, to the merchant prince, who can be member of parliament by holding up his finger, but Billy sees nothing unnatural or wonderful in it. It was simply a matter of finding his gait and keeping on till there was nothing in his job that he had failed to master.

TALKS OF A SELF-MADE MERCHANT TO HIS CLERKS.

(Continued from page 51.)

head like the bristles of a porcupine and then the frayed edges dipped backward. The general effect was like a cornfield in a windstorm. That hair arrangement fairly hypnotized me. I couldn't help speculating as to how he happened to get by with it, how he managed to make his hair behave that way and what his boss thought of it. His arguments went in one ear and out the other. I bought what I had gone in to buy but nothing more.

There's no getting away from the fact that the salesman's personality helps in the making of sales but as far as possible it should help by being unobtrusive. Don't let your customer think of you; make him think of the goods.

I'm hoping you boys will think this clothes question over carefully. It's an important one for every man, particularly the salesman.

Current News of the Hardware Trade

Business Changes.

Prussia, Sask.—E. M. Krienke, hardware, has been succeeded by Gryde & Marshall.

New Firms.

Toronto. Ont.—The Wizard Produce Company, of Chicago, Ill., will open a branch office on Sorauren Ave. in this city in the near future.

Fire Losses.

Atlin, B.C.—J. B. Kershaw, hardware, has been burned out.

Winnipeg, Man.—Lighting Systems, Ltd., have suffered a fire loss.

Winnipeg, Man.—Goldie & McCullough Co., have suffered loss by fire.

Joins Martin-Senour Staff.

Tom Flitcrof, formerly manager of the hardware department of Stanley Mills & Co., Hamilton, has joined the sales staff of the Martin-Senour Co., and will represent the latter firm in Eastern Ontario.

A. T. Black, who formerly covered the Eastern Ontario territory will in future be located at the head office at Montreal, and will be connected with the sales promotion department.

Industrial.

Fort William, Ont. — The recently completed plant of the National Tube Company, has started up with a force of fifty men. During the present month fifty more will be added to the force and if conditions warrant it, the force will be doubled later on.

Ontario Incorporations.

British-Canadian Film Company, organized to manufacture, sell and deal in apparatus and machinery of all kinds and to provide for the production of, to produce, buy, sell and deal in moving pictures, phonographs, etc. Capital, forty thousand dollars; head office, Toronto.

T. J. Campbell Company, Limited, organized by T. J. Campbell, H. J. Thompson, Francis G. Campbell, F. W. Grant, and Jesse Allen, to carry on the business of hardware merchants and electricians, and to do plumbing, heating, sheet metal and electrical work of all kinds. Capital twenty-five thousand dollars; head office, Midland, Ont.

Canadian Detroit Steel Products, Ltd., organized to manufacture, buy, sell and deal in iron, steel and other metals and metal products. Capital, forty thousand dollars; head office at Windsor, Ont.

Fibre Boxes, Limited, organized to manufacture, buy and sell, etc., boxes of wood, paper, tin, galvanized iron and other material. Capital to be forty thousand dollars; head office to be in Toronto.

Dominion Incorporations.

Anti-Nico Co., Ltd.: organized to buy, construct and sell and otherwise deal in machinery, machinery supplies and mechanical appliances, etc. Capital stock, ten thousand dollars. Chief place of business, Montreal.

Canadian General Fire Extinguisher Company, Ltd., organized to purchase and manufacture all such articles as go into the making of fire protective apparatus. Capital stock, one hundred thousand dollars. Chief place of business, Toronto.

The Stockwell Motors, Limited, organized to manufacture, sell, buy, lease, etc., in all kinds of vehicles, automobiles, auto trucks, cycles, bicycles, etc., and in motor engines and other appliances for supplying motor power to vehicles. Capital stock one hundred thousand dollars. Chief place of business, Montreal.

Western Notes.

Speers, Sask.—McRae Bros., have opened up a new hardware store here.

Saskatoon, Sask. — The Saskatoon Hardware Co. have again opened their store on Second avenue.

Calgary, Alta.—J. H. Mercer, formerly with the Hanbury Hardware Co., of Brandon, Man., has been appointed city treasurer of Calgary.

Highland, Alta.—R. A. Stewart has taken over the business of E. A. Thompson & Co., hardware and furniture.

M. F. Christie, managing director of the G. F. Stephens Paint Co., Winnipeg, celebrated his fiftieth birthday recently.

Thomas Walsh, Watson, Sask., was married in Winnipeg on June 10. He is a well-known hardwareman in that town.

George M. Christie, Calgary manager of the G. F. Stephens Co., passed through Winnipeg this week on his way East with the Alberta business men's excursion.

F. Morton Morse, president of the Miller-Morse Hardware Co., Winnipeg, has recently completed a motor tour through the Chateaux country, France. He is sailing for home on July 1.

W. O. Labelle and G. A. Thompson have bought out the business of J. H. Williamson, Alix, Alta. Mr. Williamson sold out in a hurry and went East to join his wife, who is ill. Mr. Labelle is a traveler for the Miller-Morse Hardware Co. in the Alix district, and will still retain his position with that company. Mr. Thompson, who was clerk in the store, will now be in charge of the business.

Personals.

Toronto, Ont.—James Taylor of The Geo. Taylor Hdwe. Co. of New Liskeard, Ont., was an out-of-town buyer this week.

So. Porcupine, Ont.—H. M. Joy, the South Porcupine hardware dealer, has been confined to his Toronto home by illness.

Pembroke, Ont.—E. A. Dunlop, of the hardware firm of Dunlop & Co., former Conservative member from here, is again the nominee of his party for a seat in the Provincial House.

A. W. Peck, jun., of the Stanley Rule and Level Co., New Britain, Conn., and Mr. Springer, of the Springer Lock Mfg. Co., Belleville, Ont., were calling on the trade in Montreal this week.

J. W. Richardson, buyer for Caverhill, Learmont & Co., Montreal, has returned from a vacation trip in Ontario. While he was away Mr. Richardson attended the sessions of the Presbyterian General Assembly at Woodstock.

L. R. Greene, advertising manager of Sherwin, Williams Co.; J. W. Sadler, of Sadler & Haworth, and Edmund Doremus, of Dominion Cartridge Co., Ltd., are among the Montreal hardwaremen who will attend the Associated Advertising Clubs' Convention in Toronto next week.

W. T. Grose, manufacturers' agent, Montreal, was instantly killed last evening by being thrown from an automobile. With two other men, Mr. Grose was returning to Montreal in a touring car, after a holiday excursion, and when about two miles from Napierville the car skidded into the ditch and threw the occupants out. Mr. Grose was killed instantly, and the other men were very seriously injured, but are expected to recover.

Mr. Grose was very well known in the hardware trade as the representative of C. O. Clarke & Bro., manufacturers of sleigh bells, and Gawen, Gilmore & Co., manufacturers of auger bits, Cote St. Paul, Que. He was a brother of the late Walter Grose, who was well known as handling the business of the Ontario Lantern and Lamp Co. and Nicholson File Co. Some years ago Mr. Grose was employed in the warehouse of Caverhill, Learmont & Co., Montreal, and he will also be remembered as manager of the Sun Manufacturing Co., makers of sleigh bells. He had a host of friends, and was generally popular.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

The approach of the holiday season and the recent cool weather has had a tendency to cause a slackening in the numbers and size of orders. Very few price changes occurred during the past week. Turpentine has advanced following the advances in the South. Merchants generally are observing caution in making purchases, and stocks in the retailers' stores are comparatively light. The metal markets are still very weak and business is of a hand-to-mouth character. May business was in many instances below the volume recorded during the corresponding month of last year. Business so far this month compares favorably. The carpenters' strike at London is still on. The paint trade was extremely busy during May, but a slackening is now noticeable.

MONTREAL.

MONTREAL, June 18.—Orders have been coming in steadily, and the volume of business up to the present time this year is regarded as very satisfactory. While in many instances orders have been small, they have been frequent, indicating that dealers are not stocking up heavily, but are buying cautiously and only in sufficient quantity to meet the demand. This is regarded as a hopeful sign in view of a rather tight money condition. Collections have been fairly good, in fact are showing some improvement, and it is thought that with good crops business will assume a more brisk attitude. One jobber in writing to his salesmen last week, commented on the likelihood of satisfactory crops, but suggested that retailers should not be urged to buy too heavily until the outlook was more assured. Present reports are considered very good, as crops are stated to be in good shape, with the exception of the Niagara peach crop, which, it is said, will likely fall below the average. There has been no change in prices of importance, but the majority of the markets, with the exception of metals, are fairly firm.

Summer Goods.

There has been an active demand for all kinds of summer goods, and repeat orders are being received daily for such lines as garden hose, lawn mowers and rollers, sprinklers, ice cream freezers, refrigerators, hammocks, window screens and doors, etc., etc. Jobbers report also that such lines as apple parers and corers, corn hooks, and harvesting tools are showing activity.

Wire.

Some interest is being shown in annealed cut hay baling wire, and prices quoted are as follows: No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c 100 lbs. extra; if eye or loop on end add 25c to above figures.

Metals.

Weakness is still the outstanding feature of the metal markets. It appears to be difficult to say just what the cause of this extreme condition is, but in discussing the situation with a man who keeps closely in touch with every move in the market, he stated that it would probably be some little time before any marked improvement was realized. The principal changes noted this week are in tin, which is now quoted at 37½c, as compared with 40 to 40½c the previous quotation, and sheet zinc, which is now quoted at $6.75 in casks, and $7 in small lots. Lead is back at $5.10 again. Other quotations are: antimony, $8.50; spelter, $6, and copper, $16. Ingot brass, red, is 14c lb.; ingot brass, yellow, 13c lb.; tinkeds' bar solder is 28c; wire solder, 25½c; half-and-half, 24½c, and wiping solder, 20 to 30c.

Bar Iron.

Market on bar iron is quiet at present and there has been no change in quotation, which is still $2.05 base, Montreal.

Nails and Screws.

There is no change in quotations on wire nails, which are still quoted at $2.25 base, Montreal, and cut nails, $2.50 base, Montreal. Demand is fair and market firm at these prices. Screws are unchanged in price, also rivets and burrs.

Lead and Lead Waste Pipe.

Though the pig lead market has been firmer lately, prices on lead and lead waste pipe have not changed and the former is selling at 7½c and the latter, 9c, with discounts of 7½ per cent.

Rope, Twine, Etc.

Business continues good in cordage lines, especially in binder twine. The demand has been quite steady all along and the year thus far is regarded as satisfactory. Prices have not altered and remain as follows: Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are: Best Manila, 650 feet to pound, 13½c; Manila, 600 ft, 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Stoves, Ranges, Etc.

Business has been good for the time of year and there has been a steady demand for gas stoves. These will no doubt continue to sell well in view of the reductions being made in the cost of gas. Oil heaters and oil stoves have not been moving quite as freely during the last week or two, but this is regarded simply as a temporary lull. Furnaces are selling fairly well and there will doubtless be quite a demand a little later on, as residential buildings now under construction near completion.

TORONTO.

TORONTO, June 18.—There has been a slight decrease in orders from last week. The recent cold weather has lessened the demand in summer goods. In most lines the June business to date equals that of 1913, which is more than can be said of business in the month of May. Collections remain fair, there being comparatively few complaints on this score.

Metals.

There have been no changes in the local metal market during the last week. Tin is still selling at 33½c, after its ½c gain from the recent drop. Domestic lead continues very firm at $5.15 and over. Copper is unchanged at 15c to 16½c lb.

Purchases continue to be made in small lots and are of a conservative nature. Prices on other metals are as follows:—Antimony, 8¾c to 9c lb.; zinc, 5½c to 6c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 24c to 26c lb.; pattern aluminum, 22c to 24c; ingot aluminum, 18½c to 19½c lb.; acme solder, 18½c lb.; easy wiping solder, 19½c lb.; star extra, 21¾c lb.; wire solder, 26c lb.; tinkers' bar solder, 27c lb.; lead wool, 8c lb.

Nails, Screws and Rivets.

Prices are unchanged in these lines. Wire nails are still firm at $2.25 base, and cut nails at $2.70. Manufacturers complain that the price is still much too low to enable them to make a profit.

Rivets and burrs are still 35 and 12½ off, and are in greater demand than nails, as are screws also.

Rope, Twine, Etc.

There is a fair demand in these lines, although it is not so good as it was at this time last year. Low prices at that time induced people to stock up, whereas now they buy only what they need.

Oakum, waste and binder twine are the leaders in demand. A possible shortage in binder twine is worrying American dealers. Conditions promise a larger demand in the States, but is partly offset by the fact that a large stock was carried over from last year.

Prices here are still from 9¼c for 500 feet per lb. to 13½c for 650 feet per lb.

Pure Manila rope isc 15c base, British manila 11c base, African hemp 11c base, and sisal 10½c base.

Stoves, Etc.

Stoves are still selling briskly, in such lines as gas ranges, oil stoves, etc., but demand has slackened slightly during the past week. The sales of the last six weeks do not total those of the corresponding period in 1913, but there can be no fair comparison between the two. The recent cold weather had a great deal to do with the smaller demand in summer stoves. The call for enamelware is only fair.

Summer Goods.

Summer goods and seasonable stuff generally are the leaders in Toronto in general hardware lines. In addition to a good demand for screen doors, etc., the call for harvesting tools, forks, etc., is beginning to be noticeable. The late cold weather has somewhat lessened the sale of household seasonal goods, for there is no doubt that summer goods in general are the most sensitive of any to weather conditions.

Cement, Fire-Brick, Etc.

Cement is unchanged at $1.85 for less than carload lots, and fire-brick of all varieties is the same as per current market quotations. Demand in cement is good.

LONDON.

LONDON, June 17.—Summer goods are still in good demand, although some lines have slackened up a little owing to the recent cool weather. The carpenters' strike still continues, and if not ended soon many people contemplating building this year will not do so. This will decrease the sale of builders' hardware here considerably. The only price change during the past week was an advance in the price of turpentine, which is now quoted:

1 barrel lots ....69c per Imperial gal.
2 to 4 barrel lots..68c per Imperial gal.
Less than barrels..76c per Imperial gal.

Linseed oil is quoted as follows:

Raw—
1 to 2 barrels ..... 63c per 9 lbs.
3 to 5 barrels ..... 62c „ „
6 to 9 barrels ..... 61c „ „

Boiled—
1 to 2 barrels ..... 66c per 9 lbs.
3 to 5 barrels ..... 65c „ „
6 to 9 barrels ..... 64c „ „
10 barrels and over, open.

Wire, Nails, etc

Nails are only in fair demand at $2.25 base for wire and $2.70 base for cut. Rafter hooks, 12 in., are selling at 60c per dozen, and rafter brackets at 50c per dozen.

Rope, Twine, etc.

Jobbers are having a good demand for hay fork rope at the following prices:

Pure Manila ..... 15c lb. base.
British Manila ..... 11c lb. base.
African hemp ..... 11c lb. base.
Sisal ....10½c lb. base.

Sash cord—No. 6 is quoted at 30½c lb.; No. 7 at 29½c lb.; No. 8, 9, 10, 12 at 29c lb.

Cotton wrapping twine in 5-lb. bags or cones is quoted at 28c lb. for 3-ply and 31c lb. for 4-ply.

WINNIPEG.

WINNIPEG, June 17.—Rain fell in Southern Saskatchewan and Alberta recently, which gave new life to business. Reports of travelers for jobbers, which hitherto had been of a most gloomy nature, took on a new tone, and their orders likewise. The result is that in the hardware business things have been looking better for the month of June. This applies to the whole of the West, and not to any one district in particular. Still, there is a disposition for merchants to buy in a hand-to-mouth fashion, and to leave their big sorting orders until later on.

There is this about it, though, which merchants will do well to consider, that if the crop turns out as well as expected, there will be as big a demand in July and August as there was in 1912, when everybody was tied up., Whereas it may be good policy to delay buying until the crop is more assured, this phase of the situation must be considered. Jobbers warn that it will not be much use marking orders "rush" when the rush does come, for things will be so tied up it will be very difficult to secure deliveries.

Thresher Supplies.

Orders are beginning to come in for thresher supplies. As there is a big demand for this class of goods during July, merchants are beginning to order such lines as steam-fitting supplies for traction engines, including brass valves, injectors, steam gauges, pipe fittings, spark plugs and dry batteries for gasoline engines, sheet packing and piston packing, rivets, oil cans, lubricating oils and greases, traction engine head lights, grain scoops and feeder forks. There is also a demand at this time of the year for small tank pumps, selling from $7.50 to $10. There is also a good demand for suction hose and belting.

Nail To Go Up.

A change in the price of nails for Western Canada may be expected daily. Manufacturers in the East have raised their price 15c per keg, and it is expected that Winnipeg jobbers will make their price $2.45 for the head of the lakes, as it is claimed that nails cannot be sold any cheaper. In view of this, retailers may expect an advance before many days. As a matter of fact, nails are not selling too well, and this cannot be given as a reason for the rise in price.

Solder is down from 27c to 26c per lb. The price of brushes has been raised owing to slump in exports of rice root and tampico fibre, resulting in high prices. As sisal fibre has been affected the same way, jobbers expect a higher price.

Paris Green Slow.

It is being noted that there is very little demand this year for Paris green. As a result the price has been dropped. Whereas quotations were 100-lb. cases at 24½c lb., the price is now 21½c, but the price for 1-lb. packages remains unchanged. Some jobbers report that they have very little this year. The demand usually comes in June, and if the crop is not healthy there is a big demand. Apparently this small demand can be taken as an indication that the bugs are giving little trouble this year.

A good demand is expected in July for agricultural tools, and some orders are coming in now for July delivery. Ice cream freezers are not moving very fast, this probably being one of the things people can do without. Winnipeg jobbers have just issued a new "per pane" price list for window glass, which should be in the hands of retailers by this. The price has been increased so as to give the retailer a discount of

40 per cent., compared with 30 per cent. formerly. On the old list prices a good part of the discount was swallowed up by the time the merchant had paid for boxing and freight. The result was, they used to hide their lists. The new list will make it easier to sell, and merchants will be able to show them to their customers.

Case Price for Glass.

Now, when a merchant orders fourteen lights of 36 by 38, there being eleven lights to a case, he will be charged the case rate for the eleven, and the light price for the three od dones. In other words, when a merchant orders 100 feet or over, he will be charged case price where possible. All jobbers are now in a position to book orders for fall, shipment to be made any time after August 15 and to get it to October I dating. To-day's prices are 2 off 30 days, or net 6 0days to October 1.

A manufacturer of builders' supplies, particularly sheet metals, reports that things look better than they did two weeks ago. Jobbers, he says, are realizing that retailers' stocks are low, and that if they are going to stock for fall trade, they must place their orders now. Building operations are just beginning to open up in earnest. On general lines of summer goods, such as poultry netting, stocks are almost depleted.

Sporting Goods

The Hingston-Smith Arms Co., Winnipeg, state that the biggest demand just now is fir fishing tackle and riflemen's sundries. Hammocks are reported to be moving slowly, which they always do until the real holiday season arrives. Boats and canoes are going well, particularly small boats and detachable motors. Jobbers are reaching the fag end of their busy season, and the next two weeks will see them down to normal again. Jobbers are getting in shells, preparatory to moving out next month. The crop reports do not seem to have much effect on this business, which has been exceptionally good all year. Little business doing in guns, except for trapshooting. Campers' supplies are beginning to move more freely.

Paints, etc.

Manufacturers are doing a bigger mail business this year than ever before, owing to the fact that dealers only put in a light stock last spring, and have been sending in their sorting orders right along.

Stoves

Very few stoves are being ordered ahead, but orders for immediate shipment are good. A local manufacturer's representative states that slackness in the stove business is due not a little to the fact that many hardwaremen are changing over from a credi to a cash business, and are not selling to the farmer unless he can show the money.

AUTO ACCESSORIES A SPLENDID LINE.

(Continued from page 39.)

not, but the unusual and the new requires a little missionary work.

From the results of my own experience, I have no hesitation in recommending the line of automobile accessories to other hardware dealers, particularly so if he should be situated as I am, in a town that lacks a garage. On the other hand, the mere presence of a competing garage need not discourage him. Someone will start one some time anyhow, and none of us can expect to have any good field to ourselves for any considerable length of time. If a garage can exist solely through its sale of parts and care of cars, then surely a hardwareman can make a nice profit out of the first item, when it is not necessary for him to increase his overhead charges, nor to make a costly outlay for equipment. There are few towns of small size that boast garages and the mere presence of the latter is usually an indication either of a fair-sized town, or else a large number of cars.

In any case I would never consider doing without this valuable line. Aside from all purely pecuniary profits that I have made in the auto lines, I consider myself well repaid in the additional customers they have gained for me in a wide variety of articles, from lunch buckets to lawn mowers.

Fire Losses.

Tilbury, Ont.—Several buildings, including the hardawe stores of H. Sloan and M. Stewart, were destroyed by fire.

Augusville, Man.—A. N. Phizacklen, hardware, has suffered fire loss and discontinued business.

New Abrasives Company Formed.

The Wausau Abrasives Company has been organized and incorporated for the manufacture of abrasives, papers and cloths. It is the intention of the new company to manufacture only the best grades of sandpaper, emery cloth and garnet goods.

The new company has purchased the plant, equipment and real estate, trade marks, etc., of the Wausau Sandpaper Co., of Wausau, Wisconsin. P. W. Sawyer, formerly general manager of the old Company, heads the new company as president and general manager. The other officers are Chas. B. Osen, vice-president, formerly sales manager, and J. K. Sawyer, treasurer. R. E. Chartier, secretary. The new company started operations June 15th.

Appraisers' Bulletin No. 856

The Department of Customs has sent out the following notice regarding wire gauges and extras on wire for the guidance of Customs Officers:

In view of the provisions contained in Item 404 of the Customs Tariff Amendment of 1914, Bulletin No. 779 of Feb. 23rd, 1914, respecting Wire Gauges is hereby cancelled.

In regard to wire subject to duty or dumping duty, as there is usually an extra charge made for drawing wire smaller than the base size (No. 9), and as such charge varies according to the gauge of the wire, the following rules may be observed in estimating the charge for "extras" entering into the value of the wire; viz.,

For the purpose of computing extras on wire of irregular gauge number, the size of the wire may be reckoned as represented by the next smaller gauge (higher number) as numbered on the Imperial Wire Gauge.

Under Tariff Item 404, Steel Wire of Nos. 9, 12 or 13 Gauges must not vary more than four one-thousandths of an inch from such gauges in order to be admitted free, otherwise such wire is dutiable.

The Gauge Numbers from No. 1 to 30 inclusive and the corresponding diameters in decimals of an inch as shown on the Imperial Standard Gauge are as follows:—

No. 1	.300	No. 16	.064
" 2	271	" 17	.056
" 3	.252	" 18	.048
" 4	.232	" 19	.040
" 5	.212	" 20	.036
" 6	.192	" 21	.032
" 7	.176	" 22	.028
" 8	.160	" 23	.024
" 9	.144	" 24	.022
" 10	.128	" 25	.020
" 11	.116	" 26	.018
" 12	.104	" 27	.016
" 13	.092	" 28	.014
" 14	.080	" 29	.013
" 15	.072	" 30	.012

Seasonable Paint Display that Brought Results

Many Novel, Yet Practical Features Introduced by Winnipeg Window Trimmer in a Paint Window Display—How the Display Was Planned—Show Cards and Figures Used.

Written for Hardware and Metal by C. H. Smith, of J. H. Ashdown Co., Winnipeg, Man.

WINDOW displays of paint are right in order during the summer months, and the trimmer should make paint displays regularly in order to derive the best results.

For the past six weeks we have had a paint window every week, changing from one line to another, but keeping it before the public all the time. One week we make a display of kalsomine, then a display of varnish and varnish stain, next one of ready-mixed paint, and so on through the entire paint department.

A great many ideas can be used in making paint windows but one of the best is to show some actual work done with the paint being displayed.

A window of this kind is always sure to do good work and deliver the goods as most people want to be shown when it comes to painting.

The window display of paint here shown was a very big display, this window being twenty feet long, and it certainly brought results. There was considerable work about it, but it paid in the end. In arranging this display the first thing we did was to get our various articles painted and ready for the window as they were the main features.

A section of a floor was used to show floor paint, one part of it being given two coats of floor paint which clearly demonstrated what a great difference the paint would make to an old worn floor. A show card reading as follows, was used on this section: "Two coats of floor paint will save your wife many a backache and you several doctors' bills."

The accompanying article and illustration shows how an exceedingly novel, yet practical and attractive paint window display was arranged by a Western Canada window trimmer. The article tells how the display was planned and how the goods were arranged in the window. The fact that a number of partly painted articles were shown made the display doubly effective. Several other novel features are mentioned in the description supplied by the window trimmer. Several features of this display could, —at practically little or no expense,—be copied by window trimmers in other places. —Editor.

To demonstrate shingle stain a section of a roof with the old shingles on was used and one half of it given a coat of shingle stain. A card as follows was used on this:

"One coat of shingle stain will make your house look dandy and add several years to the life of your roof."

A chair was used to show varnish stain, one-half of it being given one coat, which made quite a contrast. The card used on the chair read as follows:

"One coat of varnish stain will renew the beauty or change the finish of any piece of furniture."

Next a section to represent the side of a house was used to show house paint, part of it being given two coats of white paint and had a card:

"Two coats of house paint will make your house worth $500 more."

An old window screen was given a coat of screen paint on one-half and a card placed on it reading as follows:

"One coat of screen paint will hide the rust and dirt of many seasons."

These articles ready for the window, we were ready to make our display. The back was first covered with red sateen against which the paint showed up well, show cards and advertising matter were used on the back. The paint was arranged in pyramids at the back, the entire background being made up of all sizes of paint cans. On the bottom and well towards the front, the various articles to show the uses of paint were placed, and in front of each was

(Continued on page 60.)



Novel and practical paint display which appeared in a Winnipeg hardware show window.

"CHALCO"

A PAINT AND VARNISH REMOVER
THAT'S 20% MORE EFFICIENT THAN OTHERS
YET COSTS NO MORE

To Retailers, Jobbers and Manufacturers:

We are now able to offer in "Chalco" a Paint and Varnish Remover of unusual merit.

It's 20% more efficient than others.

TRADE CHALCO MARK

The Paint and Varnish Remover

"We pay no royalties to put on your bill."

Write for Proposition

"Chalco" is positively different and positively superior—it leaves the surface better for refinishing than any other product we've tested.

It does not injure the hands.

MANUFACTURED IN CANADA BY MARTIN-SENOUR CO., LIMITED
IN THE UNITED STATES BY THE H. B. CHALMERS CO., SCHENECTADY, N.Y.

Benefit By Berry Brothers' Reputation



Berry Bros.' products have the reputation of giving the best of satisfaction for over 56 years. They are known the world over as honestly made merchandise of the highest grade.

Every merchant that sells Berry Bros.' products gets the benefit of this prestige. He is known in his locality as a dealer who sells high-grade varnishes.

Berry Bros.' aggressive advertising helps the dealer. It tells people the world over that the various Berry Bros.' products are dependable.

Berry Bros.' varnish sales are satisfactory sales. The dealer gets more than the profit from each varnish sale—he makes a satisfied customer—one that will come back to buy other goods.

If you are not a Berry Bros. dealer, pave the way for bigger and better varnish profits by writing us to-day.

Member of

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

FACTORY:
Walkerville
Ont.

Weekly Market Report---Paints

MONTREAL.

MONTREAL, June 18.—Reports from retailers and jobbers continue to show that business is keeping well up to last year. Almost without exception there is a disposition to view the year as very satisfactory indeed. There has been a good demand for all kinds of prepared paints, varnishes and finishes, as well as oils and turpentine. The situation in turpentine is very interesting at present and much higher prices are looked for.

Turpentine.

The firmness that has characterized this market for the last few weeks has been intensified lately and quotations were this week advanced two cents a gallon. It is stated that turpentine is now costing 47 cents a wine gallon in the south, which is equal to about 62 or 63 cents a gallon here, by the carload, so that present prices cannot long remain. Quotations now are:

1 barrel .....66c per gal.
5 barrels ..... 65c per gal.
Five-gallon packages, 5 cents advance; packages extra; terms net.

Linseed Oil.

The market for both raw and boiled linseed oil continues very firm and the tendency is for higher prices. An advance of one cent was made last week, but prices have not since been changed, though a new price at any time would not come as a surprise. Quotations are:
Raw Linseed—
1 to 4 barrels .....61c per gal.
5 to 9 barrels .....60c per gal.
Boiled Linseed—
1 to 4 barrels .....64c per gal.
5 to 9 barrels .....63c per gal.

White Lead.

No change has been made in white lead since last report. There is a good demand and quotations are $8.25 for less than ton lots and $8.05 for ton lots.

Glass and Putty.

Glass quotations are unchanged at $3.40 base, net, for country; and $3.65, less 5 per cent., for city trade. All other quotations are as listed in current market report. Demand is fair for both glass and putty.

Gasoline and Benzine.

No further change has been made in the price of gasoline or benzine, but sales have been active at present prices, which are:
Barrels, in wood .....21c gal.
In steel and drums .....18c gal.
Tank wagon (100 gals.) .....17½c gal.
Benzine is quoted at 20c per gallon, in single barrels.

TORONTO.

TORONTO, June 18.—Paints of all kinds remain the one line in best demand in local hardware circles. At that, however, there has been a slight lessening in demand during the past week. In this line, in direct contrast to most of the others, dealers are unanimous in claiming a largely increased business in May and June, over the corresponding period of 1913. The only price change of late has been in turpentine, and even that may still be had at the old price in some quarters.

Turpentine.

Following the two cent raise of a week ago, there has been another advance of one cent in this staple. The ruling price is now 70c per bbl. in single bbl. lots, but this price may be shaded in some quarters, as the higher price is not universal in its application. Prices are as follows:—
Less than barrel lots .....77c per gal.
Single bbls. .....70c per gal.
Two to four bbls. .....69c per gal.

Linseed Oil.

Linseed oil is unchanged in price, but is firmer. There are no authorative returns yet on the flax acreage of the Northwest, except that it is likely to prove less than it has been for the last few years. The breaking of so much raw prairie land resulted in a heavier flax acreage than is likely to be the case under normal conditions. This is due to the fact that the farmer who planned on putting in wheat, might finish his spring plowing so late that he frequently had to change his plans and revert to flax instead. It is still too early to determine the flax prospects of the Argentine Republic, the worlds largest producer of flax. Ruling prices are as follows:—

	Raw.	Boiled.
Single bbls., per gal.	63	66
3 to 5 bbls., per gal.	62	65
6 to 9 bbls., per gal.	61	64

Some large dealers are emphatic in prophesying 70c oil in September, and base their statements upon London reports, which show that tendency to be well established there.

Gasoline and Benzine.

After the two late drops in these staples, they have steadied down to last week's prices of 19c for benzine and 20c for gasoline. Sales in these lines have held up remarkably well this spring and early summer as compared with that of 1913.

White Lead, Paris Green, Etc.

White lead is unchanged in price, the various brands varying from $7.90 to $9.50 per cwt. in price, according to the brand and quality. There is some talk of a readjustment of white lead prices when the association meets in July, but no lowering is anticipated.

Arsenate of lead is unchanged, and quiet at $9.75 per 100-lb. keg, other sizes varying in proportion to the amount. Paris green remains the same at 11¼c, 17½c and 19c per 100-lb. drum, according to the brand desired. Smaller or larger lots in proportion. Demand is poor in this line, but the cold weather may be blamed for this fact, which will doubtless be reversed when the warm weather brings the fruit and bugs into greater prominence.

Glass and Putty.

Glass prices remain the same as per current market quotations. Glass plate is still 40 and 5 off for country, and 50 and 5 off for city. Manufacturers and dealers complain of the low prices that prevail in glass generally. A result of a lessened trade and keener competition has undoubtedly resulted in some shading of prices in many lines. Putty is unchanged at $2.40 for bulk and $2.60 in 100-lb. drums. Pure putty is still 70c higher.

PAINT DISPLAY THAT BROUGHT RESULTS.

(Continued from page 58.)

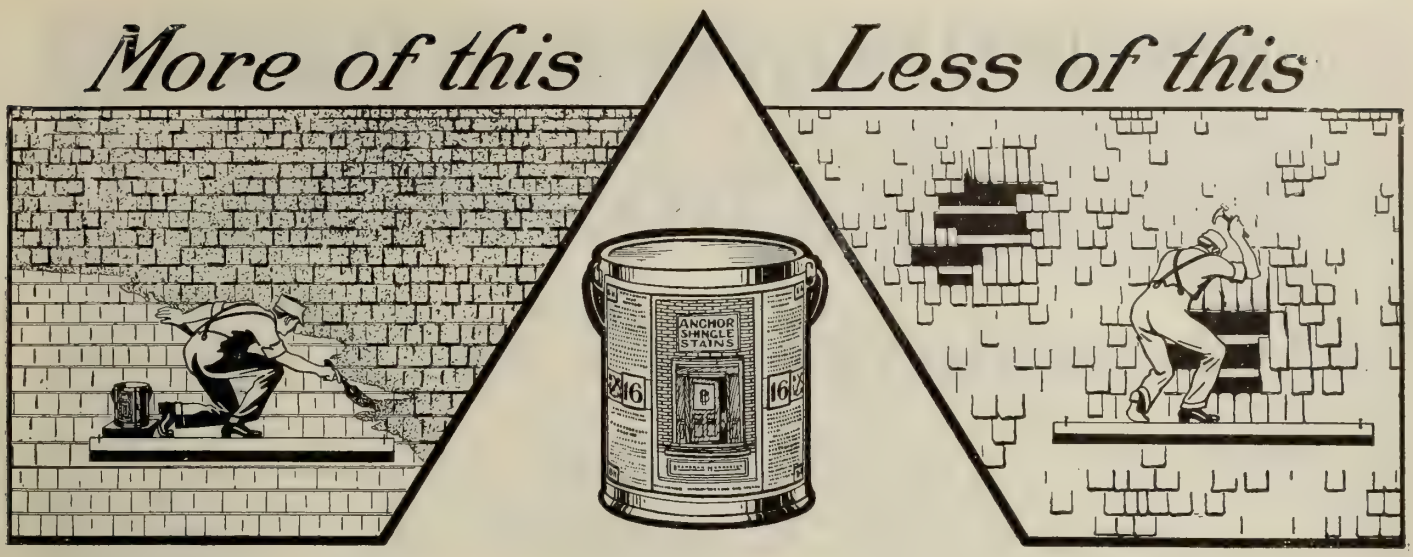
arranged a display of the particular line which was used on that article.

Another novel feature of this display was the use of small men placed in natural positions, each with a brush in his hand, and looking very much like a live painter.

At one end of the display and hardly visible in the photo was a model paint mill which was used to demonstrate the making of paint. Grouped around this mill were large jars containing the raw materials and also tins of the finished product.

Then each afternoon while the display was on a man was in the window running this mill, which is operated by an electric motor, and he showed the various operations in the making of paint. Needless to say the demonstration attracted a crowd.

A display of this kind requires more work than the ordinary paint window, but it is well worth it in the extra results secured.



IT PAYS TO SELL WHAT EVERYONE NEEDS

Think of the hundreds of householders in your town who want and would buy a reliable shingle stain, if convinced that it really was reliable; think of the profitable trade you could develop by offering such a stain.

Anchor Shingle Stain

opens up just such an opportunity for you, because it has just the characteristics people are seeking—beauty, dependability and exceptional endurance.

It is not a chance mixture, made to sell, but a scientifically compounded product that represents the best our skill can do in the production of a reliable shingle stain.

Creosote to preserve, permanent colors to give beauty and our Special Binding Oil to hold the other ingredients to their work through all weathers—it gives splendid service and satisfaction.

By selling Anchor Shingle Stain you can reap the benefits that always follow the sale of really superior goods.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $12 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Company—Imperial genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 19c gal.

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 35 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 5 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.

BRASS.	Lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).	
3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).	
With rim, 18x24, doz.....	6 60
With rim, 18x28, doz.....	7 20
With rim, 20x30, doz.....	7 80
Without rim, 18x24, doz....	4 00
Without rim, 18x28, doz...	4 50
Without rim, 20x30, doz...	5 00

BOARDS (Ironing).	
Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 12x60 ins., doz...	16 50

BOARDS (Sleeve).	
Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash).	Per doz.
Glass, doz. .....$	3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).	Per yard.
10 inches, 7 oz.	0 05½
10 inches, 8 oz.	0 05¾
10 inches, 10 oz.	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire Brick, English..17 00	21 00
Fire Brick, American, low 23 00	25 00
Fire brick, American, high 27 50	31 00
Fire clay (Scotch), net ton	6 50
Fire clay (American), net ton	5 00 10 00

CEMENT (FURNACE).	
1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz...	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5; chains (tie-out), 75 per cent.

12 in., doz. prs.	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).	
Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER.	Per 100 lbs. Montreal	Toronto
Casting ingot $16 00		$15 00
Cut lengths, round bars, ½ to 2 in...	27 50	
Plain sheets, 14 oz., 14x48 in., 14x60 in.	29 50	
Copper sheet, tinned, 14x60, 14 oz.	30 50	
Copper sheet, planished, 14x60, base.	37 50	
Braziers', in sheets, 6 x 4	29 50	

CORD (SASH).	
No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets .	2 75	2 85
All bright, 52 sheets.	3 85	3 85

Galvanized.

	Apollo	D. Crown	Corbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. and Famous—

	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL.

Raven and Murex Grades—

I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

CHARCOAL PLATES.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x65, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—

I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES,	7½c per lb.
CROWBARS,	4½c per lb.

D

DOORS, SCREEN.	Doz
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

Jamieson's

Paints and Varnishes

are good profit-makers for the hardware dealer, because they please his customers, besides allowing him a good percentage of profit.

R. C. Jamieson & Co.
LIMITED

Established 1858

Montreal - Vancouver

Owning and operating P. D. Dods & Co., Ltd.

Over half a century of paint-making experience is behind Jamieson's Pure Prepared Paints.

12



Full many a lady I have eyed
With best regard.
For several virtues
Have I liked several women.
But you! oh you; so perfect and
So peerless are created
Of every creature's best.
"The Tempest."

INDIVIDUALITY

is certainly expressed in the above terms, which were used by Ferdinand in his declaration of love to Miranda. He was a man of the world, whilst Miranda had seen no man but her father, Prospero, and Caliban, a deformed slave.

INDIVIDUALITY

is also the chief feature of the goods we manufacture, and, like Miranda,

THEY are PERFECT and PEERLESS

HARDWAREMEN will do well to get our prices on BABBITT, SOLDER, LEAD PIPE, TRAPS AND BENDS, INGOT, METALS, ENAMELLED WARE AND ALL PLUMBERS' SUPPLIES.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

A Good Selling Line—HARRIS HEAVY PRESSURE—The Perfect, Peerless Babbitt Metal Without a Fault.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base....	7 00	7 00
I X, 14x20 base....	8 25	8 25
I X X, 14x20 base.	9 50	9 50

"Allaway's Best" Standard Quality

I C 14x20	....	4 65
I X, 14x20 base....	....	5 65
I X X, 14x20 base.	....	6 65

DUCK.

Yarmouth Double Filled.	29 in.
7 oz.	0 17¾
8 oz.	0 19½
10 oz.	0 24½
12 oz.	0 29½
Standard Single Filled.	
6 oz.	0 12½
7 oz.	0 14
8 oz.	0 15½
9 oz.	0 17½
10 oz.	0 19½
12 oz.	0 23¼
15 oz.	0 32

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur. Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $12; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE.

Single barrels, 20c gal.

GREEN, PARIS.

	Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks.	0 16¼	0 17¾	
250-lb casks..	0 16½	0 18	
100-lb drums	0 11¼	0 17½	0 19
50-lb drums.	0 11¼	0 17¼	0 19
25-lb. drums.	0 11½	0 17¾	0 19¼
1-lb pack ...	0 13¼	0 19¾	0 21¼
½-lb pack	0 21¾	0 29¼	
1-lb tins	0 14¼	0 20¾	0 22½
½-lb tins	....	0 24¼	
Arsenic, kegs	0 10¼	....	....
Petroleum, bbls.	0 10	....	....

GRINDSTONES.

Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz...	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS.

Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 35 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	2 75
Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered..	5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail....	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HATCHETS. Doz

Samson shingle, No. 1....	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 50
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs..	5 00
Over 12 in., per 100 lbs..	4 25
Extra hooks for above, ¾ in., per lb.....	5¼
Extra hooks for above, ¾ in., per lb.....	5¼

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5 $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 199 $16.80.

Chicago hold back screen door, iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	Fox
No. 2, per doz..	1 60	2 50
No. 3, per doz..	1 70	2 90
No. 4, per doz..	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10 p.c.
Corrugated, ½ in., ft....	0 13½
Corrugated, ¾ in., ft....	0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel...	0 15	0 15
Toe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 08	0 08
Silver tool steel...	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06
¾ to 1 7-16 inch...	0 05½
1 7-16 to 3 inch...	0 05

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots .....$	8 ..
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	8 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 88
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set....	1 50
Asbestos, No. 90, per set....	1 20
Princess Electric, each.....	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each...	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft
Ontario	16c ft.
Faultless	25c ft
Extra Heavy	28c ft.
Hercules	23c ft
Decorator .....18c and	20c ft
Chair Ladders, each.....$2 00	

(Roped Extension.)

20 ft. $3 00	42 ft. ....$	7 ..	
22 ft. 3 30	44 ft.	8 ..	
24 ft. 3 60	46 ft.	8 ..	
26 ft. 3 90	48 ft.	9 ..	
28 ft. 4 20	50 ft.	9 50	
30 ft. 4 50	52 ft.	11 44	
32 ft. 4 80	54 ft.	11 88	
34 ft. 5 78	56 ft.	12 32	
36 ft. 6 12	58 ft.	12 76	
38 ft. 6 46	60 ft.	13 20	
40 ft. 6 80			

(Common Extension.)

20 ft. each .....$	2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each .....$	0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladder, each	2 00
Common, plain	5 00
Shelf-lock 12c	ft.
Extra Heavy 25c	ft.

26 ft. .... 3 90 48 ft. 9 12
30 ft. 3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.

Banner Buggy, doz.	10 75
Banner Junior, doz.	11 75
Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz..	7 00
Cold blast, japanned, doz..	7 50
Cold blast, plain	7 00
Brass, well japanned, doz.	9 25
All brass, doz.	24 00

LANTERN GLOBES.

Cold blast, short ruby, doz	1 75
Cold blast, common ruby, doz.	1 60
Clod blast, short, doz.....	0 75
Cold blast, doz.	0 50
Prism globes, doz.	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. .....$	3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD.	Montreal	Toronto
Domestic (Trail), 100 lbs. 5 10		5 15
Imported pig, per 100 lbs. 5 10		....
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft. 750		7 50
Sheets, 3 lb. sq. ft.. 6 75		6 75
Sheets, 3½ lb. sq. ft. 6 62½		6 60
Sheets, 4 to 6 lbs. sq. ft. 6 50		6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross....	33 00
Indian snap, per gross....	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A....	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 in., per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED
MONTREAL.
REGISTERED TRADE MARK

F. J. COX, Winnipeg Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PURE LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL & TORONTO
PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75

Extra Cloths.

Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 3 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75%.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

	Capewell. Per cwt.
No. 4, in 25-lb. box	$8 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll..	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60 p.c.

O

OAKUM.

Best (American), per 100 lbs.	8 00
U. S. Navy (American), per 100 lbs.	7 50
Plumbers (spun), per 100-lb. bales	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12¼	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.

Tea lead, chest, 3 to 4c lb.

Lead (heavy, pipe, etc.), 3 to 4c lb.

Brass, heavy, 8 to 9c lb.

Brass, light, 7 to 8c lb.

Zinc, heavy, 3 to 4c lb.

Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).

	Per Coil Lots.
Fine, 30 ends to ¾ inch.	0 08¾
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft.. roll	0 43
Tarred Fibre, Cyclone, 25 lbs.. roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50

	Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll	1 05

400 sq. ft. roll

O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40

	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Building Paper, p. cwt.	3 25
Heavy fibre, 32 ft. x 60 ft.. per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion Brand, 7 oz., per cwt.	$2 10

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
6 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pwgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of each)	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PIPE WROUGHT IRON

Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

Lapweld.

2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.

Lead waste pipe, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10 foot lengths	3 45
3 inch, in 10 foot lengths	4 20
4 inch, in 10 foot lengths	5 53
5 inch, in 10 foot lengths	7 60
6 inch, in 10 foot lengths	9 25

PITCH.

Pine, per bbl. 4 50

PLANES.

Wood bench, Canadian, 15 per cent.

Wood, fancy, 30 to 35 per cent.

Prices, Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

PLATED GOODS.

Holloware, 40% discount.

Flatware, staples, 40 and 5; fancy, 10 and 50.

Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask" Nevada silver flatware, 42 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz
Boker's	7 50 to 11 00
Boker's King Cutter.	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33⅓ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 75 per cent.

Copper rivets, usual proportion to burrs, 35 and 12½; burrs, 30 per cent.

Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ½-lb. pkgs., 2c lb.

Coppered Rivets, net extra, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16

	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready Roofing, 2-ply, Shield Brand, per roll	0 75
Ready Roofing, 3-ply, Shield Brand, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
Best Manila, base	0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton rope 3-16 in. and larger	0 24

Sisal Clothes Line.

3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.

Disston's Hand, 10 per cent.

Simonds' Hand, 15 per cent.

Shurly & Dietrich, 35 p.c.

Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb., platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

SINCE 1893

There's not a product offered you, for selling through your store, that will make you permanent customers quicker than Muresco. Since 1893 it has been satisfying customers throughout the Dominion. Each year the amount sold has exceeded the record of the year before until now it's the choice of nearly everyone who knows of it.

To sell Muresco to those who know it adds to your reputation with them; they associate its reliability with your store. To sell Muresco to those who ask for a "wall finish" will help make them your permanent customers; it will give them absolute satisfaction and you'll get a large part of the credit.

Benjamin Moore & Co., Ltd.
6 Lloyd St., West Toronto

MURESCO

Do you sell it?

Stephens PURE **PAINT**

A PAINT VALUE THAT GETS RE-ORDERS



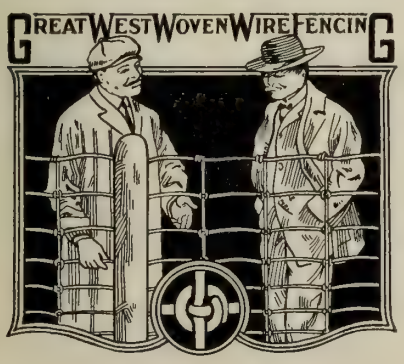
Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

It is the **favorite of Western People** and is paying Western dealers a splendid profit.

Why not be our agent? We have an excellent proposition to offer you.

WRITE US ABOUT IT NOW.

G. F. Stephens & Co., Limited
WINNIPEG, CANADA. Branch at Calgary, Alta.



DEALER

This Lock, Mr. Farmer, is the one used in our "Great West" Fencing

You might possibly get some cheaper fence than ours, but you will look in vain for any better.

Our Fences are made in the West, designed especially for the Western trade, and we guarantee every Rod as to strength and durability.

It is the "Standard Fence" of our "Great West."

Write for our illustrated catalogue and price list.

THE GREAT WEST WIRE FENCE CO., LIMITED
WINNIPEG, MAN.

Calgary Office
Care REYNOLDS & JACKSON,
Box 2063

Edmonton Office
Care RACE, HUNT & GIDDY,
Corner Fifth & Columbia Ave.

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

SAP SPOUTS.
Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka, tinned steel, hooks, per 1,000 ..... 8 00
SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.
SCREWS. Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.
O.H. bright, 80, 10, 7½, 10 p.c. 10 per cent. off list.
Wood, F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25
SCYTHES.
Cast steel, doz. .....$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50
SCYTHE SNATHS.
No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 05
Brush, per doz. 8 40
SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 45
12 gauge	2 75	2 50
14 gauge	2 60	2 25
16 gauge	2 50	2 30
18 gauge	2 50	2 40
20 gauge	2 60	2 40
22 gauge	2 65	2 50
24 gauge	2 65	2 50
26 gauge	2 75	2 55
28 gauge	2 85	2 70

SHEETS (Corrugated, Galvanized).
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00
Less 10 per cent.
SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20 ..	3 95	3 75	3 95
22-24 ..	4 15	3 95	4 15
26 ..	4 40	4 20	4 40
28 ..	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.
Apollo Brand.

	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 75	3 40
26 gauge	3 95	3 55
28 gauge	4 30	3 90
10¾ oz.	4 50	4 20

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.
SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.
SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.
SNAPS.
Harness, 25 per cent.
SOLDER.

	Montreal	Toronto Per lb
Tinker's bar	....	0 27
Wire solder, lb.....	0 25½	0 26
Bar half-and-half, guaranteed	0 24½	0 23

SOLDERING IRONS.
Base, per lb., 28 cents.
SOLDER WIPING
Acme 0 19½
Easy 0 20½
Star Extra 0 22¼
Hoyt's, strictly standard, wiping, 20 to 30c. lb.
SPELTER.
Foreign, per 100 lbs.. 6 00 5 50
SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85
STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.
TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.
TAPES.
Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 4 90
Reliable Jr., No. 103, 50 ft., each 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1.00
Metallic, No. 4011x50, ea.. 1.35
Metallic, No. 4011x66, ea.. 1.55
Steel, No. 2891x50, ea..... 2.70
Steel, No. 4161x50, ea..... 3.00
Steel, No. 4161x100, ea... 5.15
THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.
TIES (METAL).
Galv. wall ties, per 1.000....$5 00
Painted wall ties, per 1.000. 5 00
TIN. Montreal, Toronto.
Tin, per lb..... 37½ 33½
TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.
TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.
TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.
TRESTLES.
5 ft., each.$1 50 14 ft., each.$4 20
8 ft., each. 2 00 16 ft., each. 4 80
10 ft., each. 2 50 18 ft., each. 5 40
12 ft., each. 3 00 20 ft., each. 6 00
TROWELS.
Disston's, 10 per cent.
TWINE (Binder).
650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	In 5-lb pkg.	In 120-lb bales.
3-ply	0 28	0 24¼

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.....	9 60	8 25
100 ft. 2¼ in...		10 25
100 ft. 2½ in....	12 25	10 65
100 ft. 3 in.....	13 30	11 00
100 ft. 3½ in.....	15 55	13 00
100 ft. 4 in.....	19 80	16 75

TUBS.
Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80
Common Galvanized.
No. 1, doz. 6 83
No. 2, doz. 7 43
No. 3, doz. 8 48
WOODEN WASH TUBS.
Per nest.
Nests of 3—0, 1 and 2..... $2 25
Nests of 3—1, 2 and 3 .... 1 90
Nests of 4—0, 1, 2 and 3 .. 2 80
Per doz.
No. 0 .... 10 50
No. 1 .... 9 00
No. 2 .... 7 50
No. 3 .... 6 50

V

VALVES, ETC.
Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.
WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.
WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.
WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.
WASHERS, IRON.
Full box, 45 per cent.; smaller lots, 30 per cent.; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.
WASTE.
(See Paint Markets.)
WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 10
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 50
WEIGHTS.
Smarts, Horse, 3½c lb.
WHEELBARROWS.
Navvy, steel wheel, doz... 21 00
Garden, steel wheel, doz... 32 40
Light garden, per doz. $22 80
Heavy garden, L-side..... 33 00
Heavy farm, solid side.... 33 00
WHIFFLETREES.
Tubular steel whiffletrees, 28 inches 0 70
Tubular steel whiffletrees, 34 inches 1 00
Tubular steel whiffletrees, 36 inches 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95
WIPERS.
(See Paint Markets)
WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.
WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal. London.
WIRE, COILED SPRING.
High carbon, No. 9, $2.48 in cars.
WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.
FINE STEEL, GALVANIZED.
From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.15; 10, $2.80; 11, $2.85; 12, $2 30; 13, $2.55; 14, $3.15, in car lots straight or mixed.
WIRE, HAY, IN COILS.
No. 13, $2.35! No. 14, $2.40;No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.
WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.
WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.
WIRE FENCING.
Galvanized barb 2 35
Galvanized, plain twist .. 2 95
Car lots and less.
F.o.b. Montreal and Toronto.
WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.
WRINGERS
Royal Canadian, 11 in., doz. 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite 511E 57 75
Unexcelled 1041E 72 00
Challenge 311E 48 75
Gem 141 ..... 47 25
Sunlight 111 ..... 42 00
Ottawa, 341E 54 00
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25
Less 20 per cent.
WRINGERS, MOP.
White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55
ZINC (SHEET).
5 cwt. casks 6 75 7 25
Part cask 7 00 7 55

YALE



$15,000 in Cash Prizes

for the best window displays of the products of members of Rice Leaders of the World Association

Canadian Yale & Towne Limited is a member of the Rice Leaders of the World Association—an association of manufacturers who are the acknowledged leaders of the world in their particular fields.

This association is offering to dealers everywhere $15,000 in Cash Prizes for Window Displays.

Write us for full particulars and information as to the conditions governing this National Window Display Contest. You will be interested.

The grand prize is . $2000
The second prize is . $1000
The third prize is . $ 500
And 460 other prizes amounting to $11,500

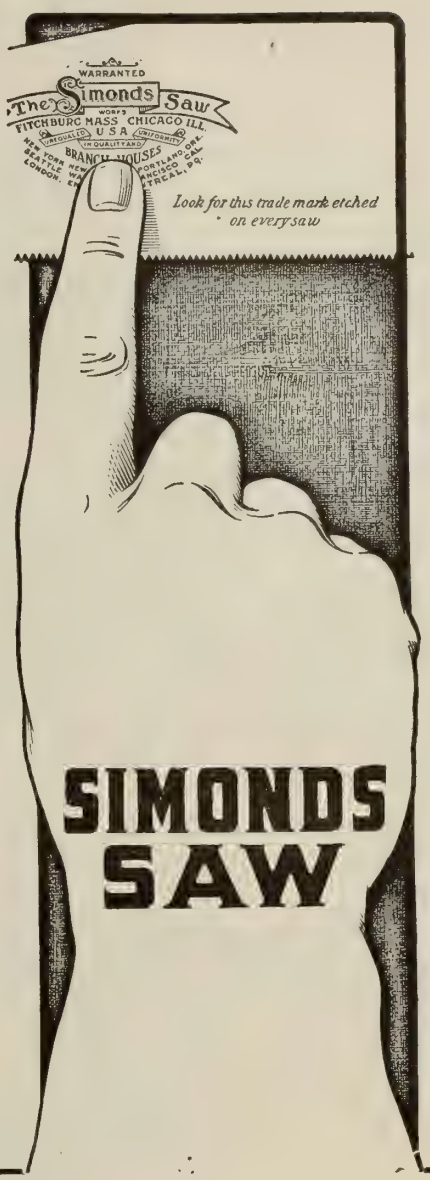
Let us cooperate with you in trying to win one of the 463 cash prizes by furnishing you with information and data that will help you to get up

An Unusual and Striking Window Display of Yale Products.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers

General Offices and Works: St. Catharines, Ont.



The carpenter is now looking for the name "Simonds" and the Simonds trade-mark on the Hand Saw he buys. He is willing to pay $2.50 or $3.00 for a Simonds Hand Saw in preference to paying half that amount for a saw not only cheap in price but cheap in quality. Hardware Dealers throughout Canada can buy these saws either direct or through jobbers. It is essential for the best grade of stores to carry high-grade saws. You make no mistake when you stock the Simonds Saw. Send for catalog and best Dealers' discounts.

Simonds Canada Saw Co.
LIMITED

St. Remi St. and Acorn Ave.

Montreal, Que.

Vancouver, B. C. **St. John, N. B.**

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs...	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26 .....$	4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26 .....$	6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Country.	Star. City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

GLASS SHEET.

Country discount 33 1-3, 5 p.c. off list, f.o.b. Ontario and Quebec.

City discounts, 33 1-3, 7½ p.c.

Freight, equolized, Kingston. Ottawa and Quebec City.

25 per cent. off, f.o.b. Regina, Calgary, Winnipeg and Edmonton.

Special quotations for shipment to British Columbia.

LEAD.

(White Ground in Oil.)

	Montreal In ton lots	Toronto. Per 100 lbs
Elephant, Genuine ...$	8 75	9 00
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P. Co. decorat's, pu.	8 25	8 40
Crown and Anchor, pure, ...	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..		8 50
Purity C.O. Co.'s. Ltd		7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 20
"James Genuine"		9 50
Decorators Pure (Winnipeg)		8 80
Stephens' H. P. P. (Winnipeg)		8 30

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...$	17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 63	0 63
3 to 5 bbls.	0 62	0 62
6 to 9 bbls.		0 61

LINSEED, BOILED.

Single bbls.	0 66	0 66
3 to 5 bbls.	0 65	0 65
6 to 9 bbls.	0 64	0 64

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin - Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Ped barrel 2 50

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums ..	2 60	2 70
Bladders, in bbls....	2 80	2 90

Pure Putty, 70c hd. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 69	0 77
Pure, single bbls.	0 65	0 70
2 to 4 bbls.....	0 64	0 69

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 55
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls..	1 00

ZINC (DRY).

Extra Red Seal, V.M.....	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons....	0 07
No. 2, in 25-lb. irons....	0 06¾

Specialties Make Sales In Summer

Do you realize the profit-making possibilities of paint specialties at this time of the year?

Think of the hundreds of people in your town who have need for some of these products right now. The Canada Paint Co.'s special lines represent value that will appeal to your customers, and establish a steady trade. All the packages are attractively labelled, and sell at a price that is fair to you as well as to the customer. Look over this list and see what you have call for. A small stock of these lines will enable you to add to your profits, and at the same time give your customers the very best value for their money. Send your order to any of our warehouses or factories, and it will receive immediate attention. Our new price list is yours for the asking.

C.P. Oxidized Art Enamels for furniture, wood-work, picture frames, shelves, etc.

C.P. Bath Enamel for refinishing old bath tubs. Will stand hot or cold water.

C.P. Canoe Enamel for canoes, row boats, sail boats, porch and lawn furniture, etc. Dries with a fine gloss that will withstand severe usage and weather.

C.P. Floor Wax for hardwood floors. Made in paste form. Easy to apply, produces a splendid finish, and is a superior product in every way.

C.P. Wire Screen Paint for all kinds of wire screening. Prevents rust, and does not clog the mesh.

C.P. Stove Pipe Enamel. This enamel is known to housewives in every town, for the satisfaction it gives. Put up in lever tins. Your name printed on the labels for orders of one gross or more of one size.

C.P. Gold and Aluminum Paint. For picture frames, radiators, bric-a-brac, etc.

C.P. Sun Furniture Polish. Polishes highly finished surfaces without injury in any way.

C.P. Sun Brass Polish. Shines brass, copper, bronze, nickel, etc., without scratching.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS. CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard "double," 60 and 10 per cent. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging. 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FENCE STAPLES.
$2.50 f.o.b. Fort William; $2.90 per keg f.o.b. Winnipeg.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

FIXTURES.
Stall hollow bar, No. 3, $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c. $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng..	4 50	4 85
26 Am. or 26 special	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7 coil; less coil, $7.50 cwt.

LEAD WASTE.
$8.35 per cwt.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal..dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

PAINTS & OILS & GLASS.
DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs. No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 26 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.
6 inch riveted, per 100 ft... $8 50
7 inch riveted, per 100 ft.. 9 00

STOVE PIPE ELBOWS.
6 inch, per doz. 1 42
7 inch, per doz. 1 59
8 inch, per doz. 2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 25	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish, bbls.	2 00	
Pure orange shellac varnish, bbl.	1 90	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

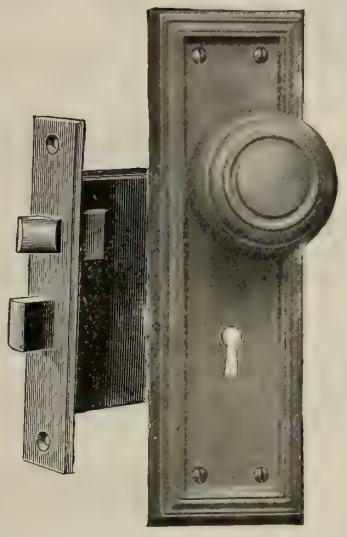
WIRE CLOTH BLACK
$1.60 per 100 square feet.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

MILLER-MORSE HARDWARE COMPANY, LIMITED, WINNIPEG

Ellicott Design

Dull Brass Finish, relieved.
On Wrought Steel.



WHEREVER the Builder's opinion is sought relative to the appearance of doors trimmed with this design, you will almost invariably find that he has placed the Ellicott among his choice selection of steel sets, and reasonably so, for the same plain, yet dignified appearance that distinguishes the Ellicott in wrought brass, is equally well displayed when presented in wrought steel.

Inside Door Sets	No.	6116
Bit Key Front Door Sets	"	7116
Sliding Door Lock Sets, Single	"	1116
Sliding Door Lock Sets, Double	"	2116
Mortise Latch Set	"	9116
Push Plates	"	3116
Push Buttons	"	4116
Flush Sash Lifts	"	5116
Drawer Pulls	"	12116

A Specimen Page Booklet is just a nice pocket-size.

A NEW BOOKLET ON LOCK SETS

IT SHOWS A VARIETY OF DESIGNS THAT HAVE BECOME VERY POPULAR.

LOCK SETS FOR WHICH THERE IS A "FAIR" DEMAND ARE OMITTED FROM THIS BOOKLET.

ONLY THE REAL LIVE LINES ARE SHOWN.

THAT'S WHY IT'S SUCH A VALUABLE BOOKLET FOR THE DEALER — AND IF YOU ARE "AFTER THE BUILDERS' TRADE" WRITE FOR IT BY ALL MEANS.

PRINTER HAS PROMISED TO HAVE IT READY JUNE 20TH, SO THIS ANNOUNCEMENT REACHES YOU JUST IN TIME TO INVITE YOU TO WRITE FOR ONE OF THESE ATTRACTIVE AND USEFUL LITTLE BOOKLETS—OR SEVERAL, IF YOU WISH TO PASS ONE OR MORE COPIES TO ARCHITECTS AND BUILDING CONTRACTOR CUSTOMERS.

ONLY RETAIL PRICES APPEAR.

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"



Under any test these splendid paints demonstrate quality—plus.

Test them in the laboratory—their ingredients will prove to be the best that money can buy.

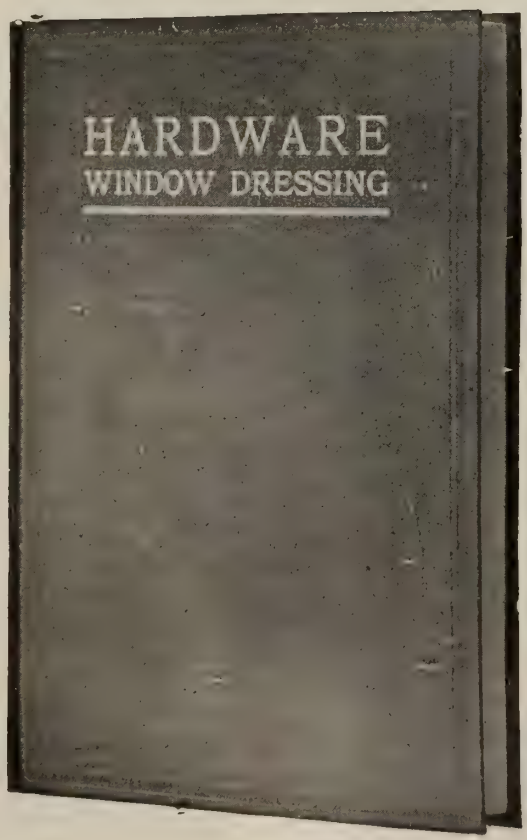
Test them "on the job." They cover more surface, give a better finish and last longer.

Test them as money-makers in your store. They have hosts of old friends—who have found them good and tell their friends so. They move fast, and seldom fail to give satisfaction—plus.

In the rare cases where you get a real complaint, we back you up in any fair settlement. Write us.

A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

If You Want to Handle



WIRE NAILS

OF SUPERIOR QUALITY
CONSULT US AT ONCE

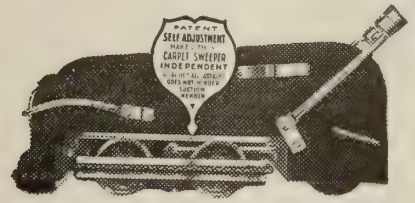
We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

An Article That Every Hardware Dealer Should Carry in Stock



Sweeper-Vac—Model "S"

The most perfect combination sweeper and vacuum cleaner. This machine will do the work of a high-priced vacuum cleaner and will do it better.

A sample machine in your store will bring many sales, and the profit on each machine sold is considerable. Send for particulars without delay.

SWEEPER-VAC. LIMITED MONTREAL

Distributors: Starke, Seybold, Limited, Montreal; W. H. Thorne & Co., Limited, St. John, N.B.; Robinson & Seager, Edmonton, Alta.



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company LIMITED

PORT ELGIN ONTARIO

The gathering of the clans

"On to Toronto!"

YOU have doubtless noted with gratification the great movement for honesty and square-dealing which is revolutionizing American and Canadian business methods. Our goods, our salesmanship and our advertising are being cleansed and vitalized by the spirit of truth and sincerity.

As a result we see a growing public confidence in manufactured products and their advertising—a confidence which, if preserved and fostered, will decrease our costs, increase our profits, and become a business asset of incalculable value.

Foremost in the fight which has brought about this revolution stand the Associated Advertising Clubs of America, whose emblem is shown above. If you are a business man, interested in the manufacture, distribution, or selling of commodities of any nature, you should attend the Tenth Annual Convention of the A. A. C. of A. at

TORONTO

June 21-25, 1914

At this Convention you will hear the inspiring story of the manner in which these tremendous reforms are being effected. More than this, you will hear the problems of distribution, merchandising, salesmanship and advertising discussed by able and successful business men, in a series of open meetings.

These meetings will cover the questions of chief interest to the 10,000 business men comprising the 140 clubs of the A.A.C. of A.—*your own* problems included.

EDWARD MOTT WOOLLEY, the famous writer on business topics, has written a booklet entitled *"The Story of Toronto."* This booklet describes in a forceful, intensely interesting manner, the wonderful work the A.A.C. of A. are doing for clean advertising and square business methods, and the significance and importance of the Toronto Convention. This booklet will be sent free to all business men asking for it on their business stationery—together with detailed facts as to the convention programme and rates for accommodations.

Address Convention Bureau

ASSOCIATED ADVERTISING CLUBS OF AMERICA
TORONTO CANADA

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK



The Money Market

General Business Conditions, Real Estate, Bond and Stock Developments

are discussed every week in

THE FINANCIAL POST OF CANADA

The service of The Post's **Investor's Information Bureau** is free to subscribers.

Write for Sample Copy. **Published Saturdays.** **$3.00 per annum.**

THE FINANCIAL POST OF CANADA

"The Canadian Newspaper for Investors"

TORONTO, CANADA

MYERS

PUMPS

ALL KINDS

HAY TOOLS

BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

The PULL-EASY Garden Cultivator



IT IS ADJUSTABLE TO ANY WIDTH ROW

This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

For Sale by all Leading Canadian Jobbers.

THE PULL-EASY MFG. CO.
110 Barstow Street WAUKESHA, WIS.

MONEY WALKS

as well as talks

It takes a much longer time to walk back to you if you send it 1,500 miles further away.

BUY GOODS made in the West and reduce the length of time in which your money will get back to you.

Remember that right in the West, in use for the WESTERN MARKET only, is a plant that is as complete as any in Canada to-day.

This is the only factory in the West which makes everything in the Sheet Metal line that Western Canada needs.

Boost the home-made goods and insist upon being supplied with the products of

Winnipeg Ceiling & Roofing Co.
LIMITED
P. O. Box 2186 H Winnipeg, Man.

CALGARY, ALTA. Sheet Metal Mfg. Co., Ltd.
EDMONTON, ALTA. Edmonton Metal Works Ltd.

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.
Canada Wire & Iron Goods Co.
HAMILTON, Ont

COTTON & WOOL WASTE

Made in Canada by

The Dominion Waste Mfg. Co., Limited
Toronto

BRANDS:

Cotton Polishing: Cream, White.

White Cotton Wiping: XXX. Extra, X. Grand, XLCR., X. Empire, X. Press.

Colored Cotton Wiping: Fancy, Lion, Standard, Popular, Keen.

Wool Packing: Arrow, Axle, Anvil, Anchor.

Washed Cotton Wipers: Select White, Light Colored, Dark Colored.

Packed in Compressed Bales, 500, 200, 100, 50, 10, 5 lbs.

No liquid dope or clay used in any of our brands, nothing but threads.

SOLE SELLING AGENTS

Scythes & Company, Limited
Manufacturers and Jobbers
TORONTO MONTREAL

Also headquarters for Cordage, Twines, Cotton Duck, Oiled Clothing, Etc.

WASHED COTTON WIPERS


PLUMBER


MACHINIST


CARPENTER


IRON-WORKER

ALL MECHANICS Really Need "Millers Falls"

Breast Drill No. 200

No. 200 touches the top notch of drill design and construction in convenience, applicability to a wide range of work, and reliability.

Can be used as Breast or Hand Drill; the Breast plate being adjustable and provided with openings to give hand-grip when the drill is used in tight corners.



Has right and left ratchet action; adjustable crank handle; two speeds, instantly changeable without removing the drill from the work; Ball Thrust; cut steel gears and master chuck taking round shanks from ⅛" to ½" No. 1 Morse Taper and all sizes of Bit Stock Shanks.

For service, no matter where, this Breast Drill is unexcelled.

New Dealers Catalogue fully describes this and other tools you should know about. Write for it.

MILLERS FALLS CO.
Millers Falls, Mass.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

"Hercules" Step Ladders

are strong and well made —and they look it.

All stock entering into this ladder is carefully selected from the finest material.

The nails which pass into the end of each step are held firmly in place by a patent malleable iron washer. Iron rods connecting these washers form, with a small block under each step, a truss support, the tension of which can be readily adjusted.

The **"Faultless"** Lock keeps it from opening or closing when in service.

Ears are of malleable iron, and all braces are bound with steel angles.

All iron and steel parts are finished in aluminum, which, with the clear, bright woods, make this pattern **one of the most attractive, easiest sellers on the market.**



Write for full information and prices.

The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse of Alberta Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The

R. McDougall Co., LIMITED

GALT, CANADA

Reading Brimful of Interest for Busy Canadians

The July MacLean's, just off the press, is full of feature articles and stories which should appeal to every Canadian. Does not this list interest you?

"The Education of the Camp"—A strong article by a military authority on the benefits, physical and otherwise, of militia training.

"On the Firing Line in Riel's Day"—The first of a series of articles on the North-west Rebellion, written by one who served through the last campaign. These stories will be full of reminiscences given to the public for the first time.

"The Adventures of Madelyn Mack: Detective"—The best detective stories published since Sherlock Holmes first appeared. The first of this series appears under the title "The Man With Nine Lives"—A strong recital of adventure, written in graphic, vivid style.

"The Miracle of the X-Rays"—A clear presentation of one of the greatest discoveries of modern times. The fascination that science exerts on the lay mind will serve to make this article one of absorbing interest to all.

There is nothing a man could not do if he had the right information before starting at it. Under the heading: "Getting the Facts," a Lieutenant of Harrington Emerson, the chief exponent of efficiency, tells how the right information can always be obtained. Want to get started on the highroad to success? Read this article.

Glen Campbell—Broncho buster, sturdy man of the plains, orator, player of practical jokes, firm friend and hard fighter—is the subject of a breezy sketch that will both interest and amuse. Meet this famous Western M.P. in the pages of July MacLean's.

These are just a few. There are plenty more of the same kind to be found in the July issue of Canada's national magazine. If you don't read MacLean's, start with the July number.

Send a postcard and have your name added to our subscription list. You'll be delighted with every issue.

Subscription price $2.00 *per year.* 20 *cents a copy.*

WRITE DEPARTMENT M.

The MacLean Publishing Co.
LIMITED
143-149 University Avenue, Toronto, Canada

Trying is believing



When it comes to

"Delta" Files

When put up to the user of many files (the man that's generally hard to please) they immediately make good, and for this reason they are a good line to sell.

There is no other file made like the Delta, because it's the only line made absolutely of **crucible steel**; this material assures an extra long, keen-cutting life.

Each and every Delta has our **trademark guarantee** on the tang.

TRADE MARK
DELTA

We make a shape and size for every requirement.

Order from your jobber. If he cannot supply you, write us.

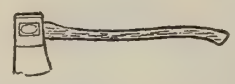
DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg

Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont.

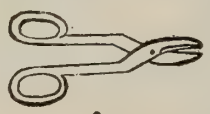

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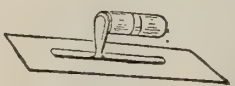

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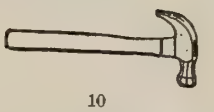

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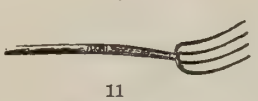

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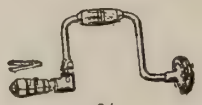

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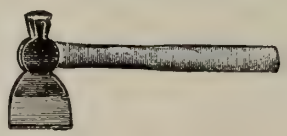

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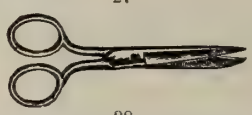

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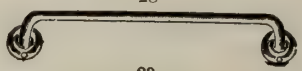

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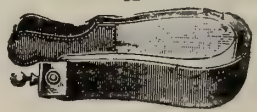

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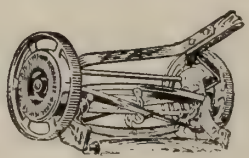

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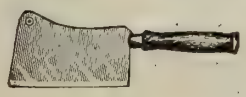
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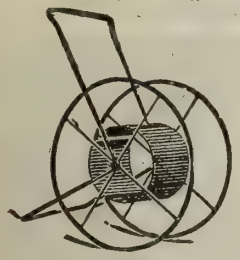
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HARDWARE AND METAL ELECTRO SERVICE


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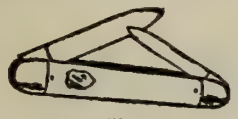

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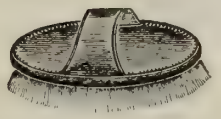

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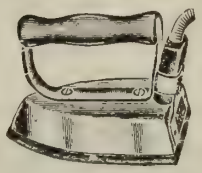

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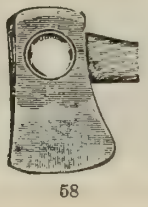

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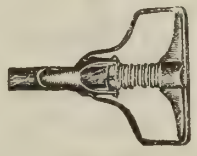

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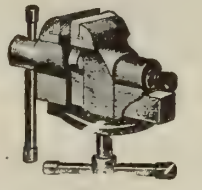

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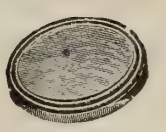

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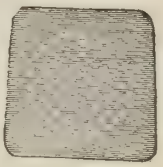

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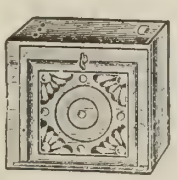

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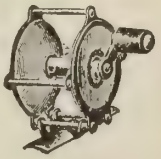

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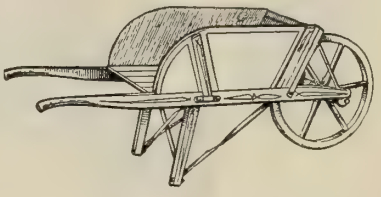

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Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

FOR THE FIREPLACE



We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

THE WHITE MOP WRINGER

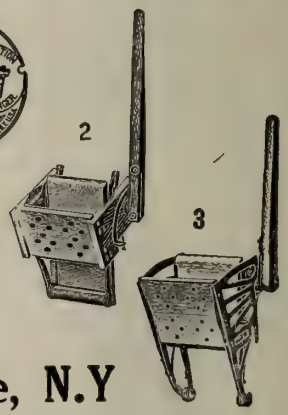


always bears this trade-mark
LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

ROOFING *Of Quality*

"BLACK CAT" "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H.McComb Limited *Montreal*



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

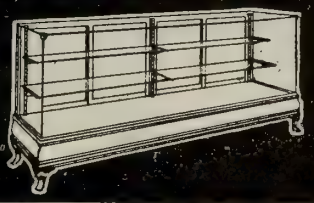
PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices.

PEASE FOUNDRY COMPANY LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton, Montreal.

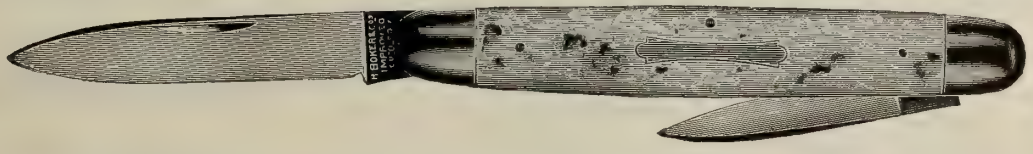
Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



Write us for full particulars and estimates

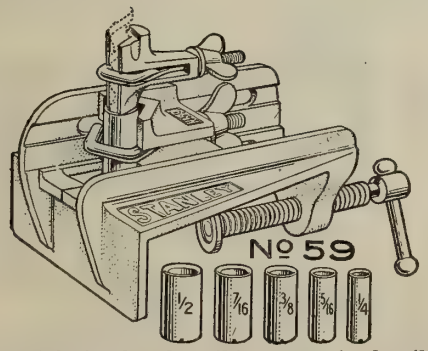
KENT, SON & CO.
261 King St. West
TORONTO

Most Up-to-date Hardware Stores Sell
H. Boker & Co.'s "TREE" Brand Cutlery



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

Ask Your Jobber to Show You the "Tree" Brand Lines.



Stanley Tools

Stanley Doweling Jig

A new and most unique tool that will enable the user to bore dowel holes in the edge, end or surface of work with the greatest ease and with absolute accuracy.

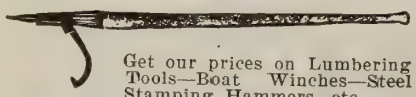
A tool that will immediately commend itself to Carpenters, Cabinet Makers, Pattern Makers,—in fact, to every artisan or amateur who has occasion to do any kind of doweling.

A special circular describing same in detail is ready for distribution. May we send you some with your imprint? They will interest your wood-working customers and bring you business.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., - - General Ironworkers
Estb. 1860 **Three Rivers, P.Q.**

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO Montreal
Canadian Agents

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND **LAMP BLACKS**
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

Great Improvements
—IN—
HAMMERS



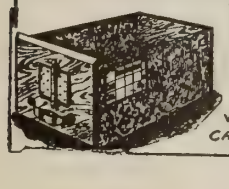
ONCE USED, ALWAYS USED.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

Malleable Iron Castings
for Carriage and Special Castings of all Kinds
Manufactured by
P. KYLE
MERRICKVILLE, ONT.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

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The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments.

Write for sample copy and our subscription offer.

The Financial Post of Canada

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"The Canadian Newspaper for Investors"

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BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba—Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches.
All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.
Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

"HARDWARE CLERK WANTED; EXPERIenced only need apply. State age and salary. Must commence at once." Geo. Taylor Hardware, Ltd., Cobalt. (24)

BOX 108.

WILL THE HOLDER OF BOX 108 KINDLY communicate with this office? Hardware and Metal, 143 University Ave., Toronto. (25)

SITUATIONS WANTED

HARDWARE CLERK, THOROUGHLY EXperienced in all lines of hardware desires position with wholesale or retail western firm. Best of references. Box 100, Hardware and Metal, Toronto. (23)

ADVERTISER WITH 15 YEARS' EXPERIence of hardware trade seeks position in office or road. Good references. 195 Hutchison St., Montreal. (24)

TRAVELER, YOUNG MAN, TWELVE YEARS' experience builders' and general hardware, would like to represent builders' hardware manufacturer, Prairie Provinces or British Columbia. Box 110, Hardware and Metal, Toronto. (26)

TRAVELER, YOUNG MAN, TWELVE YEARS' experience general and builders' hardware, would like to represent British Columbia wholesaler. Box 111, Hardware and Metal, Toronto. (26)

FOR SALE

FOR SALE—THE BUSINESS OF THE VANcouver Hardware Co., established 1886. Located on best retail street in the city. Stock and fixtures, $30,000. Will sell outright as a going concern, or retiring manager's interest A good opening for a live business man Apply to Anderson & Warnock, 613 Granville Street, Vancouver, B.C. (23)

EXCHANGE

EXCHANGE.—SECTION IMPROVED LAND for hardware or general store. D. A. Ketchin, 1360 Rae St., Regina, Sask. (30)

MISCELLANEOUS

I LOCATE NEW TOWNS IN THE WEST and build. These I am prepared to sell or rent. This gives an opportunity to start on the ground floor. Have just now a splendid opening in hardware on the Grand Trunk Country, second to none. For further particulars address Box 108, Hardware and Metal, Toronto. (26)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue. "B." Otis-Fensom Elevator Co., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed .....

Town ..... Province .....

Consult Your Travellers

Your advertisement in Hardware and Metal reaches the cream of the Canadian hardware trade. For over 25 years the most progressive and up-to-date retailers have contributed to its columns and depended upon its weekly market and merchandising information. This is the sort of connection that makes a paper valuable to its advertisers.

We want you to investigate these claims. Suggest to your travellers that they ask their customers

1. **If they subscribe for Hardware and Metal?**
2. **If they watch its markets from week to week?**
3. **If they find its merchandising articles of practical use?**
4. **If they consult its advertising pages?**

When you get this information you will want to place an advertisement with us immediately, or increase the one you already have.

You will be asked to spend your good money in many quarters this year of 1914. Why not investigate and see that you get value received?

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

143 University Avenue, Toronto, Ont.

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels.
The Adamite Wheel & Mfg. Co., Hamilton.
Can. Fairbanks-Morse Co., Montreal.
Carborundum Co., Niagara Falls, N.Y.

Account Registers.
Barr Registers, Trenton, Ont.
Dominion Register Co., Toronto.

Aluminum.
British Aluminum Co., Toronto.

Aluminum Ware.
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.
Sheet Metal Products Co., Toronto.

Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

Ammunition.
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.
Dupont Powder Co., North Wilmington, Del.
Eley Bros., Transcona, Man.

Animal Traps.
Oneida Community Ltd., Oneida, N.Y.

Anchors.
Henderson & Richardson, Montreal.

Annunciator Systems.
Northern Electric Co.

Anti-Rattlers (Buggy Shaft).
Fernald Mfg. Co., North East, Pa.

Anvils.
Brooks & Cooper, Sheffield, Eng.
Can. Fairbanks-Morse Co., Montreal.
A. C. Leslie Co., Montreal.

Auger Bits.
Can. Fairbanks-Morse Co., Montreal.
Ford Auger Bit Co., Holyoke, Mass.
Russell, Jennings Mfg. Co., St. Catharines.

Auto Accessories.
Can. Fairbanks-Morse Co., Montreal.
E. T. Wright Co., Ltd., Hamilton.
Canadian H. W. Johns-Manville Co., Toronto.
Novelty Mfg. Co., Waterbury, Cons.

Babbitt Metal.
Can. Fairbanks-Morse Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope.
Tallman Brass & Metal Co., Hamilton.

Bags and Sacks.
Scythes & Co., Toronto.

Baits, Spoon.
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Acme Steel Goods Co., Chicago.
J. E. Beauchamp & Co., Montreal.
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Box Hinges and Locks.
Acme Steel Goods Co., Chicago.
The Stanley Works, New Britain.

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Atlas Mfg. Co., New Haven, Conn.
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Brown, Boggs Co., Hamilton.
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Jas. Cartland & Son, Ltd., Birmingham, Eng.
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Jas. Morrison Brass Mfg. Co., Toronto.
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Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton.

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Howland, H S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
North Bros. Mfg. Co., Phila., Pa.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Evered & Co., Birmingham, Eng.
Howland, H. S., Sons & Co., Toronto.
Lawson Mfg. Co., Chicago.
May & Padmore, Birmingham, Eng.
Miller, Morse Hdw. Co., Winnipeg.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous-Acme Mfg. Co., Des Moines, Iowa.
Winnipeg Paint & Glass Co., Winnipeg.

Buildings, Metal.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
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The Stanley Works, New Britain, Conn.
Parmenter & Bulloch Co., Gananoque.
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Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain.
Taylor Forbes Co., Guelph, Ont.
Watrous-Acme Mfg. Co., Des Moines, Iowa.

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The Stanley Works, New Britain.
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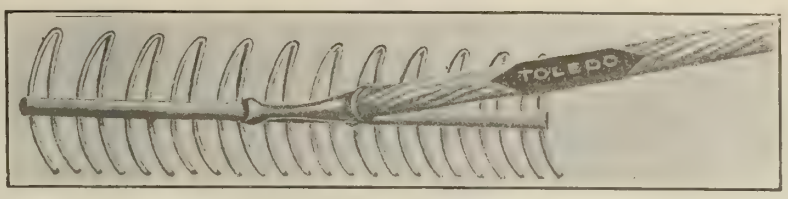
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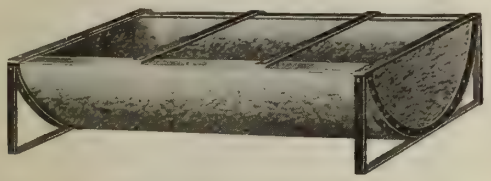
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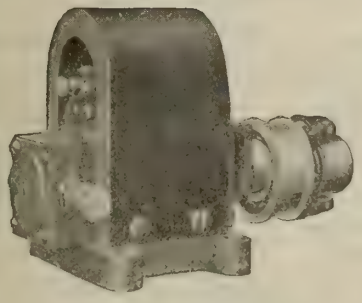
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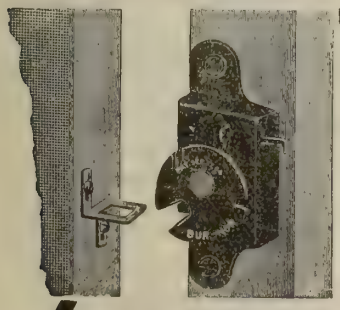
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Ontario Lantern & Lamp Co., Hamilton, Ont.
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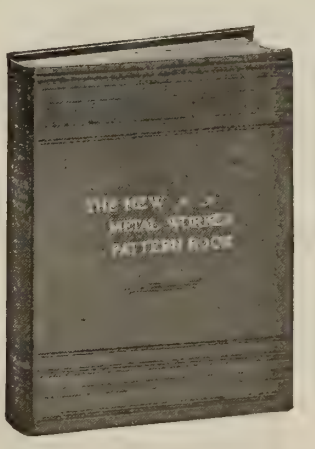
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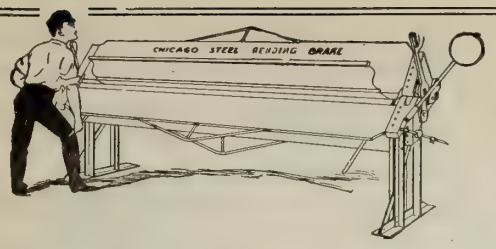
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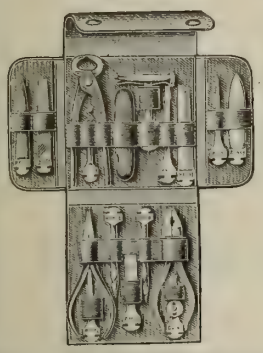
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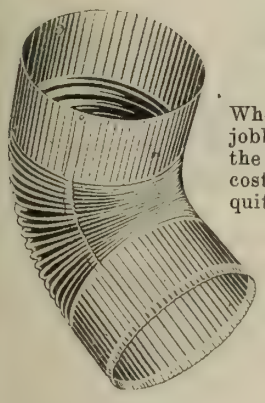
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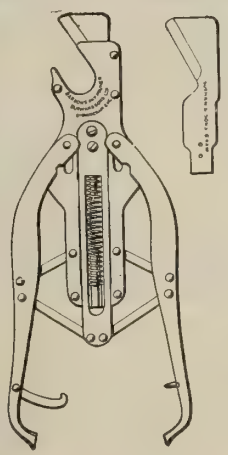
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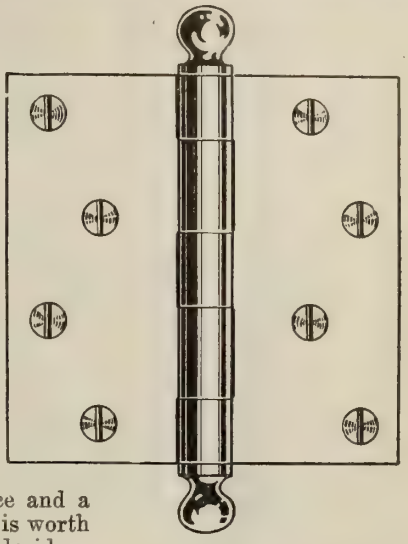
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A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Staples.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Steel Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Clare Bros. & Co., Preston.
Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London, Ont.

Taps.
Butterfield & Co., Rock Island, Que.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
J. Rabone & Sons, Birmingham, Eng.

Technical Books.
MacLean Publishing Co., Toronto.

Tents and Awnings.
Scythes & Co., Toronto.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tinware.
Hoods, Ltd., Birmingham, Eng.

Tools.
Buck Bros., Milbury, Mass.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

Torches.
Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
J. H. Still Mfg. Co., St. Thomas, Ont.

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Northern Electric Co.
Onward Mfg. Co., Berlin, Ont.
Clements Mfg. Co., Toronto.

Varnishes; See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Ventilators.
Pedlar People, Ltd., Oshawa.
Metal Shingle & Siding Co., Preston.
Metallic Ceiling Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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Henderson & Richardson, Montreal.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

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Wm. Cane & Sons Co., Newmarket, Ont.
Meakins & Sons, Hamilton.

Wash Tubs.
Wm. Cane & Sons Co., Newmarket, Ont.

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Cummer-Dowswell, Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.

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Richards-Wilcox Canadian Co., London, Ont.

Wall Paper Cleaner.
Climax Cleaner Co., Cleveland, Ohio.

Washers.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Weeders.
C. S. Norcross & Sons, Bushnell Ill.

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Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hdw. Co., St. Louis, Mo.

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Sanderson, Harold Co., Paris, Ont.

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B. Greening Wire Co., Ltd., Hamilton.

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B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
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Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barns Mfg. Co., St. Catharines.



We Are Going to Use a Letter From Sapulpa, Oklahoma, U.S.A.

Mr. John S. Woofter, of Sapulpa, Oklahoma, allows us to make use of a letter wherein he states that the "ROSS .280 High Velocity is far superior to any Rifle he ever used"; and goes on to explain in detail how in one day, with one shot at 350 yards he dropped a 12-point buck; another shot at 250 yards killed a large buck, while a third, at 150 yards, felled a 10-point buck, though the ball only grazed the small of the back.

Good work for one day's shooting!

To any dealer who is interested we will cheerfully send a full reprint of this letter. It gives still further point to our statement that "every dealer should have a full line of ROSS RIFLES."

THE ROSS RIFLE COMPANY

QUEBEC, CANADA



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The Saw that has made good

Here is a chance to increase your Saw business. Let us tell you how. A letter or post card is sufficient.

ATKINS Sterling SAWS

For Every Purpose
A Perfect Saw

E. C. ATKINS & CO.

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BLACK STEEL SHEETS, TIN PLATE

Apollo, Queen's Head and Fleur-De-Lis Galvanized Sheets

We issue a monthly stock list. We'll send it to you regularly upon receipt of a card.

Our shipping facilities assure prompt delivery, and our prices are reasonable.

The Roofers Supply Co., Limited, **Toronto, Ont.**

Importers, Jobbers and Manufacturers.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL **LUFKIN** GOODS

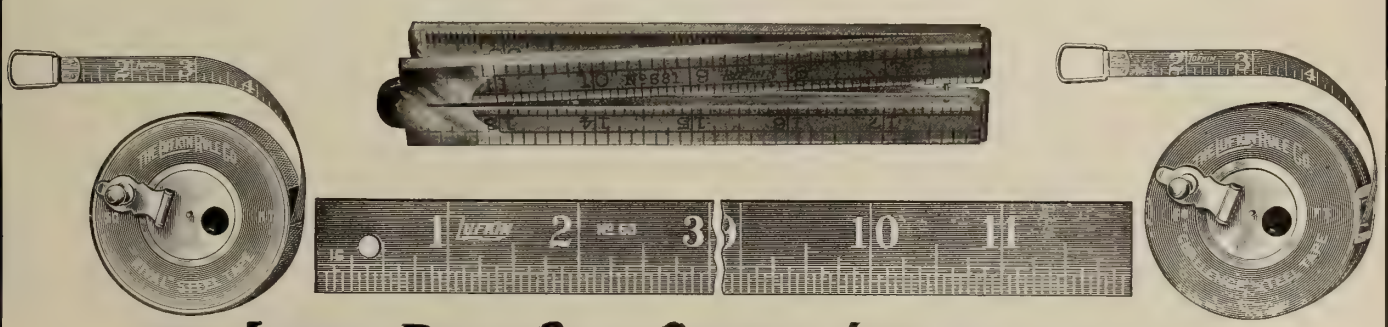
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock **LUFKIN** Goods

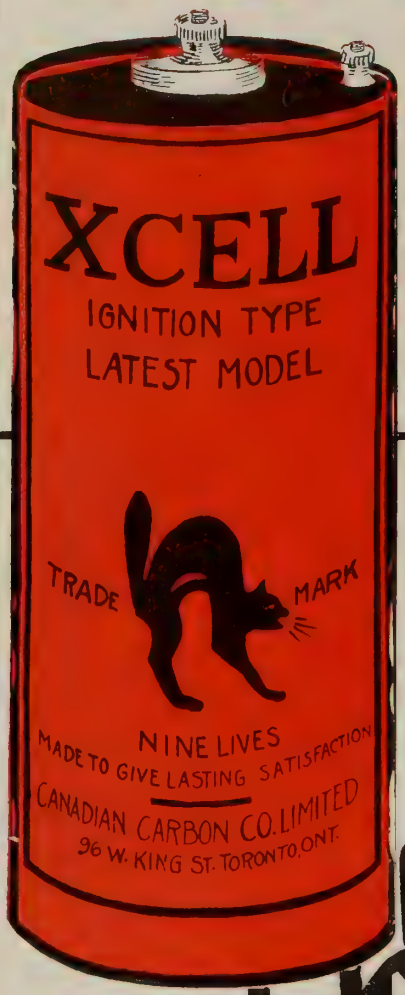


THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

"XCELL"

BATTERIES

COST LESS
LAST LONGEST Why?



BECAUSE THEY HAVE



CANADIAN CARBON CO. LIMITED.
96 W. KING ST. TORONTO.

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 26

June 27, 1914

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They deserve this prosperity because they "deliver the goods." They're getting more of it daily—because they teach File-Users the **advantages** of using **two** NICHOLSON-MADE-FILES instead of one—the **saving** in **time,** the **increase** in **quantity** and advance in **quality** of work done.

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"50 Years of Knowing How and Doing Right."

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MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

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PUMP RODS—Plain and Galvanized.

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BAR IRON and STEEL: Rounds, Squares and Flats.

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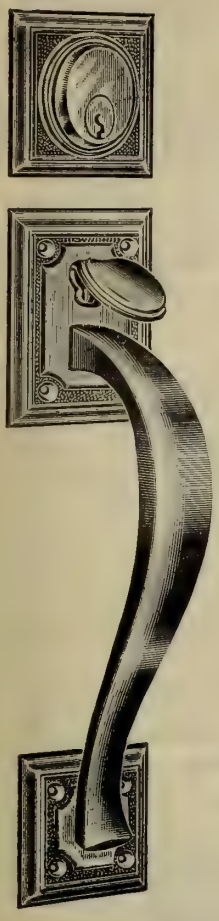
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WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

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Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

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ANY GARAGES BEING BUILT IN YOUR TOWN?

GET AFTER THEM QUICK!



Show the owners how to avoid swing-door accidents by using

R-W

No. 235

TROLLEY HANGERS FOR ANGLE DOORS.

They take the door across the corner.

Swing Doors on Garage are a constant annoyance and cause many accidents to lamps and mud guards. But don't wait until too late—Send now for special book on

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The Farmer, the Gardener, and the Householder

They will soon be needing quick, clean-cutting, long-lived, scythe stones. Give them

CARBORUNDUM Niagara Scythe Stones



They hold their shape—give the scythe and grass-hook just the right edge—and they won't glaze.

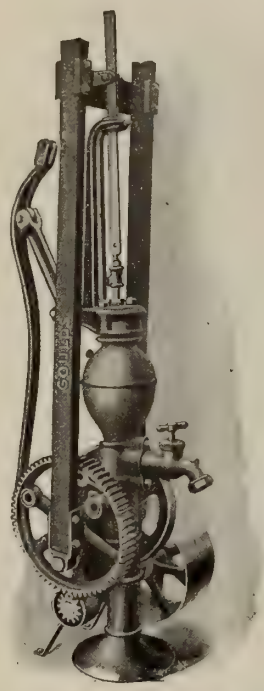
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We will gladly help you to choose the right pump for your service or that of your customer. Our experience placed, through you, at the disposal of your customers will give them that service which will make them permanent, profitable patrons.

Goulds Reliable Hand Pumps and Fairbanks-Morse Water Systems

will solve any pump problem most economically and to the lasting satisfaction of your customers. Built on common-sense lines, they are designed for durability and ease of operation.

Write at once for information regarding your particular problem.

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has grown to such proportions that we now run it as a separate and distinct branch of the business.

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We Carry the Largest and Best Assorted Stock of Hardware

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We are selling large quantities of

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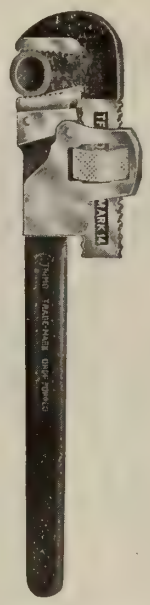
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Trimo Tools are World-Renowned



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Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6″, 8″, 10″, 14″ only.



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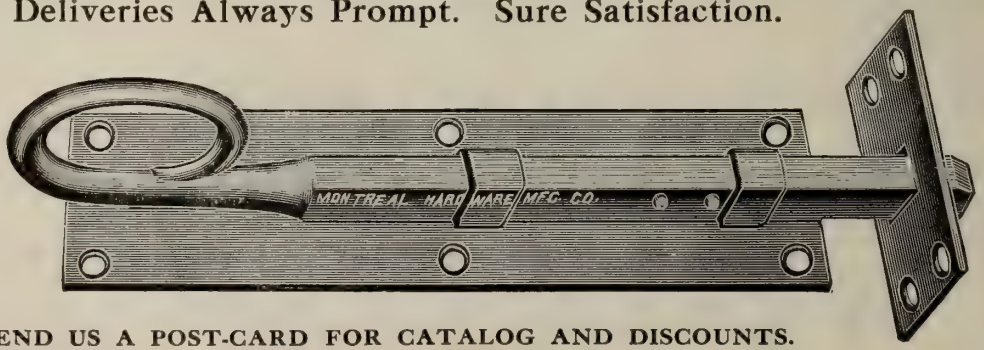
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TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.

A Little Better Than Some Others And Cheaper Than a Good Many

M.H. BRAND HARDWARE

Up-to-date in Design. Unexcelled as to Workmanship and Finish. As Low in Price as Quality will Permit, and Made in Canada. Deliveries Always Prompt. Sure Satisfaction.



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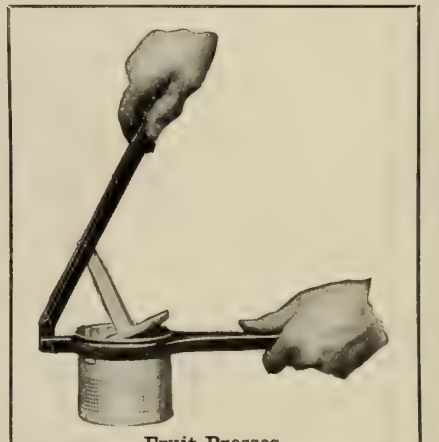

Ladles


Spoons

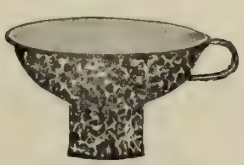

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TO look back over the year's expenditures and to be able to say with truth that every purchase was made with wisdom, forethought and economy—

Isn't that something to be proud of—something to find satisfaction in?

The numerous ideas and information you'll find in the advertising columns of Hardware and Metal will give you a sound basis on which to decide satisfactory purchases.

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QUALITY

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WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

The GREAT-WEST TROLLEY HANGER

For—
Warehouse, Factory and Barn Doors.



Massive, Strong
Scientific, Noiseless
Lateral and Vertical
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Hardened Roller
Bearings.

Easy to put up.

The Great-West is the strongest Hanger of any.

Apron—6" long, 4" wide, $\frac{3}{16}$" thick.

Adjustments $1\frac{3}{4}$" to $2\frac{3}{4}$".

Packed 1 pair in a box complete.

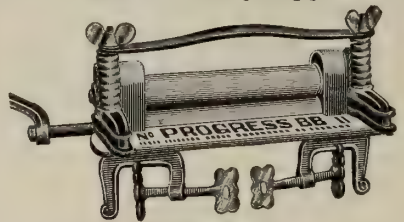
CANADA STEEL GOODS CO., Limited, Hamilton, Ont.
Makers of the RELIABLE Crescent Brand Butts and Hinges

Hand or Power Washing Machines and Clothes Wringers

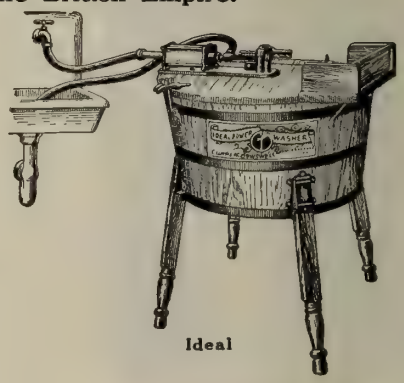
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The Largest Makers of Home Laundry Appliances in the British Empire.



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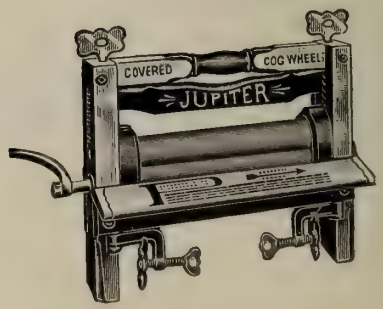
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Ideal



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A Single Machine or a Carload available for immediate shipment.

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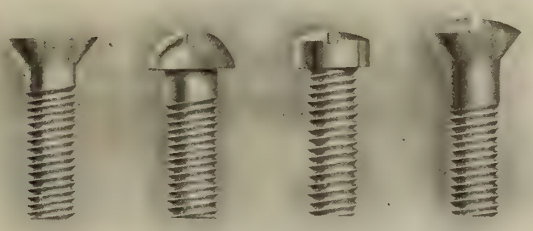
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ROLLED AND CUT-THREAD

MACHINE SCREWS

—IN—

Flat, Round, Fillister and Oval Heads



IRON, BRASS AND BRONZE

Large Stocks in Leading Sizes. Specials Made to Order.

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Get in early and feature this winner.
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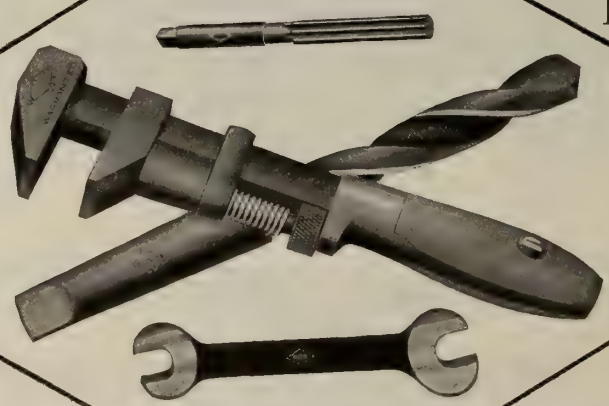
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TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED

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REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

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THE WHITMAN & BARNES MFG. CO.

Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**

Starrett Tools
That Are Not Measuring Tools



42-326

Of course, the word "Starrett" makes everyone think of Precision tools for fine measuring. However, in addition to our measuring tools we have made from time to time certain special tools to meet the demand of mechanics who were dissatisfied with the tools then on sale.

Into these special tools we have put the same care, skill and fine material that have made our fine tools so widely used, and we know that hardware dealers can make easy sales on these tools merely because they bear the name, "Starrett." They will back up the Starrett reputation after they are sold.

We show here a few of these tools and we want you to remember them when you have a customer for this kind of goods. The nail sets in particular will appeal to carpenters and pattern-makers, as they are made of the best steel, perfectly tempered so they will stand long service without chipping or mushrooming.

Our catalog No. 20M.A. shows the full line and gives prices. Send for your supply.

The L. S. Starrett Co.
ATHOL, MASS.

NEW YORK—150 Chambers St. **CHICAGO, ILL.—17 No. Jefferson St.**
LONDON—36-37 Upper Thames St., E.C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Center Testers, Clamps, Drill Blocks, Gauges, Hack Saws and Frames, Levels, Micrometers. Rules, Scribers, Speed Indicators, Squares, Test Indicators, etc.

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CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

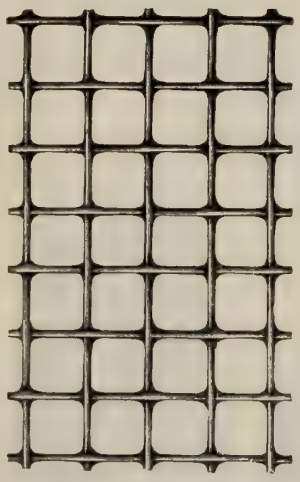
Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

WIRE CLOTH

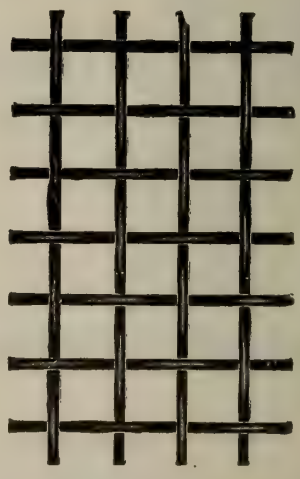


Sand Screen Cloth

Fanning Mill Cloth

Regalvanized Wire Cloth

Every Description of Wire Cloth and Wire Work



WIRE ROPE **WIRE ROPE FITTINGS**

MANUFACTURED BY

The B. Greening Wire Co., Limited

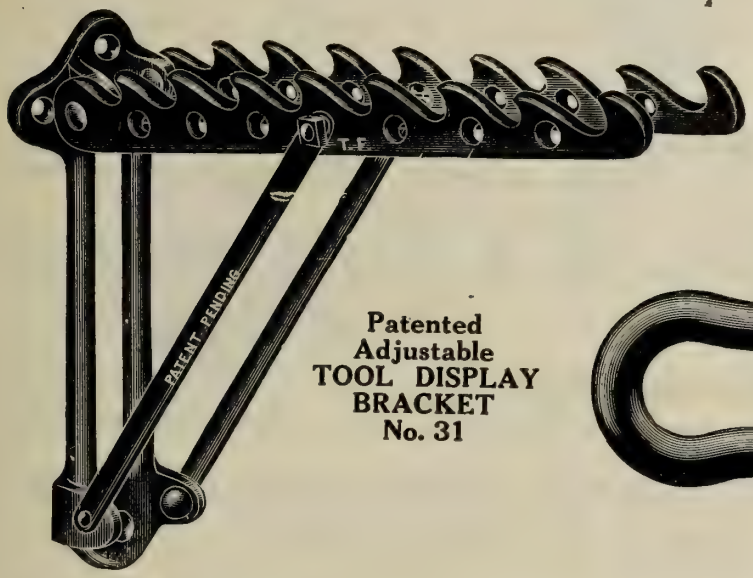
HAMILTON, ONT. MONTREAL, QUE.

Big Service is procurable from the WESTERN Tool Grinder

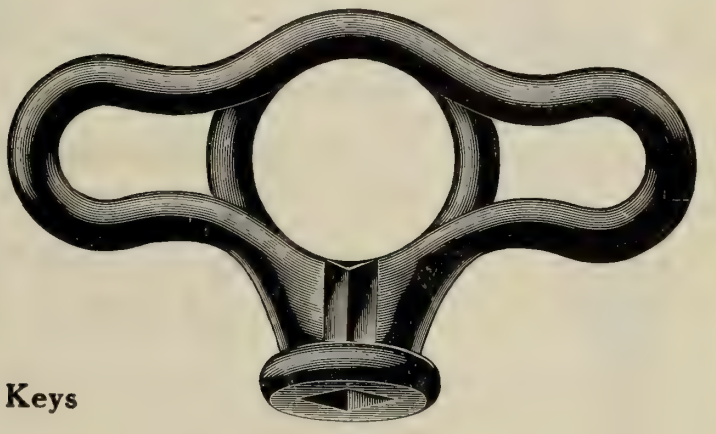
It is made of the finest iron, and is **noiseless, dirtless, chainless** and **easy running.** Has perfect gears and encased and a carborundum wheel.

No. 5—5 inch wheel. No. 10—7 inch wheel. Packed in a box. Weight: No. 10—20 lbs. No. 5—9 lbs.





Patented Adjustable TOOL DISPLAY BRACKET No. 31

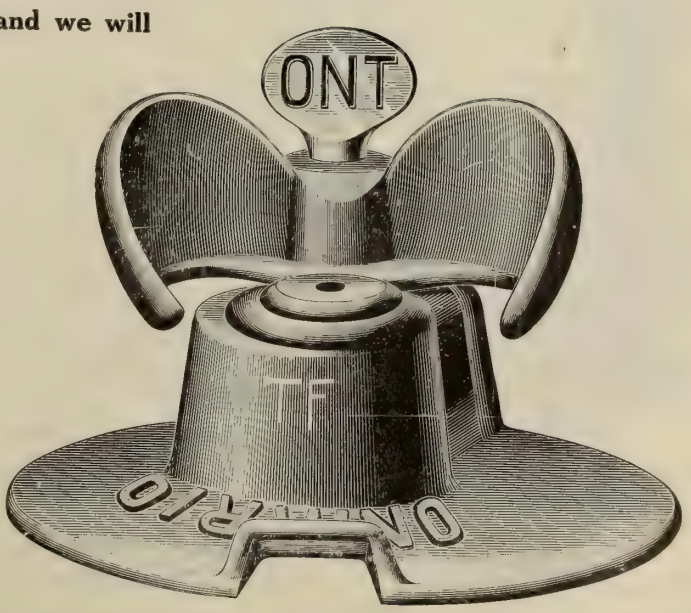


This bracket can be used at any angle by simply changing two bolts, and when not in use closes up out of the way. Arms are made of malleable iron, braces of steel and back plate of Grey Iron.

Hydrant Keys

Strong and durable.

If your jobber cannot supply you, write us and we will ship immediately.



Lawn Sprinklers

Adjustable Wings
Japanned

Taylor-Forbes Co., Limited

Head Office and Works: GUELPH, ONT.

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency - - - London, Eng.
H. G. Rogers, - 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

"Prolonging The Life of Steel"

Opinion of *Scientific American* on

Keystone Copper Bearing Steel:

"The general results of alloying steel with the other metal show that copper and nickel are the best metals to add to the steel to give increased durability. Nickel is prohibitive on account of its price for general commercial uses.

Copper added in small quantities greatly prolongs the life of iron. Very small quantities are needed to effect this result."—Scientific American, issue of Jan. 3, 1914.

We shall be pleased to send reprint of above article complete, together with booklet showing results of a series of actual service tests. These indicate clearly the superiority of Copper Bearing Steel, and are of particular interest to all buyers and users of Sheet and Tin Mill Products.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building MONTREAL

Traders Bank Building TORONTO



The Only Profitable Way of Handling Gasoline and Oils in the Retail Store

When gasoline and oils are handled with Wayne Storage outfits there is no waste due to evaporation, leakage and spilling. The waste does not seem to be very much at one given time, but in the yearly aggregate amounts to considerable.

This system also saves time and labor, as there is no constant filling and handling of measuring cups and the constant rolling in and out and tapping of barrels, and much space.

Does away with dirt and unpleasantness.

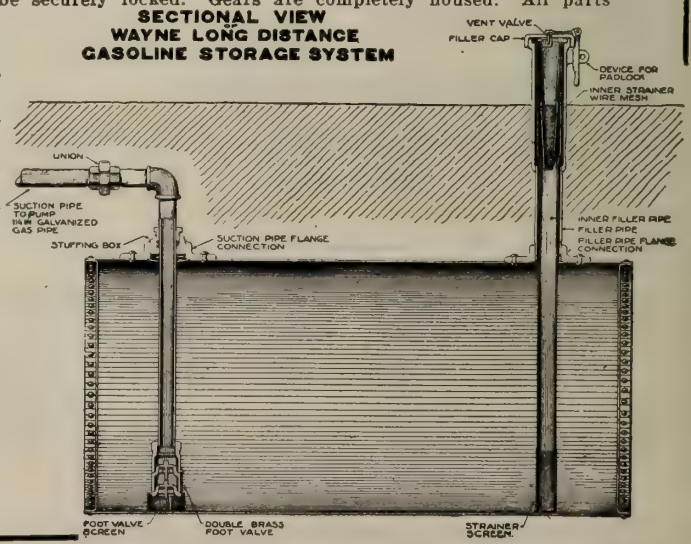
The **WAYNE PUMP** is constructed so as to throw a pint, quart, half-gallon or gallon, and measure exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts are accurately machined and thoroughly tested, and are interchangeable.

WAYNE UNDERGROUND TANKS are made of the best grade of steel, carefully soldered and riveted, and finished in rust-proof asphaltum paint to prevent any possibility of corrosion; you bury the tank, as shown in detailed drawing, having the fill pipe come to the top of the ground, where it is handy for filling.

If you're interested in a Clean, Safe, Money-Saving Way of Handling Oils, write for full particulars.

SECTIONAL VIEW WAYNE LONG DISTANCE GASOLINE STORAGE SYSTEM



The Wayne Oil Tank & Pump Company

Woodstock Ontario

Quick Sales Secrets

of Universal Coffee Percolators---Electric



E9166.
6 to 9 cups, $15.00—$18.50.



E9646
4 to 9 cups, $9.00—$12.75.



E9637.
7 cups, $7.50—$8.75.

FOUR REASONS

account for the ease and rapidity of sales of UNIVERSAL Coffee Percolators—Electric.

1

THE "UNIVERSAL" PRINCIPLE

embodied in the Pumping Process makes perfect coffee, delicious and healthful without boiling to liberate tannin. The patented pump and valve do it.

2

"UNIVERSAL" QUALITY

both of materials and workmanship is the finest. UNIVERSAL Percolators wear long and look well their whole life. Electric Heating Elements are safe and efficient. Guaranteed.

3

"UNIVERSAL" PATTERNS

are really artistic. No table service, however expensive or elegant, can put them to shame. Variety to meet any taste.

4

HOUSEWIVES KNOW

the Superiority of Universal Percolators from the experience of their friends and the continual advertising of these articles. It takes no argument to sell Household Specialties bearing the brand.

UNIVERSAL

For prices write to your Jobber or direct to us.

Landers, Frary & Clark

NEW BRITAIN, CONN., U.S.A.



E916.
4 to 9 cups, $9.00—$13.25.



E9136.
6 cups, $9.00—$10.75.



Goodell-Pratt's No. 111

is a quick seller

Goodell-Pratt Company

STRONG AND POWERFUL

THERE IS NO BETTER AUTOMATIC SCREW-DRIVER

Toolsmiths

Greenfield, Mass., U. S. A.



STRUCTURAL STEEL

ANGLES TEES CHANNELS SPECIALS CHECKERED PLATES

Three reasons why our business is growing steadily, viz. :—

PRICES ARE RIGHT QUALITY UNIFORM
SERVICE UNEXCELLED

We carry **2000 tons** of equal and unequal Leg Angles, Tees, Small Channels, Short Diamond Sunk Pattern Checkered Plates and Galvanized Sheets.

Write, Wire or Phone Us Your Requirements.

STEFFENS & NOLLE, LIMITED

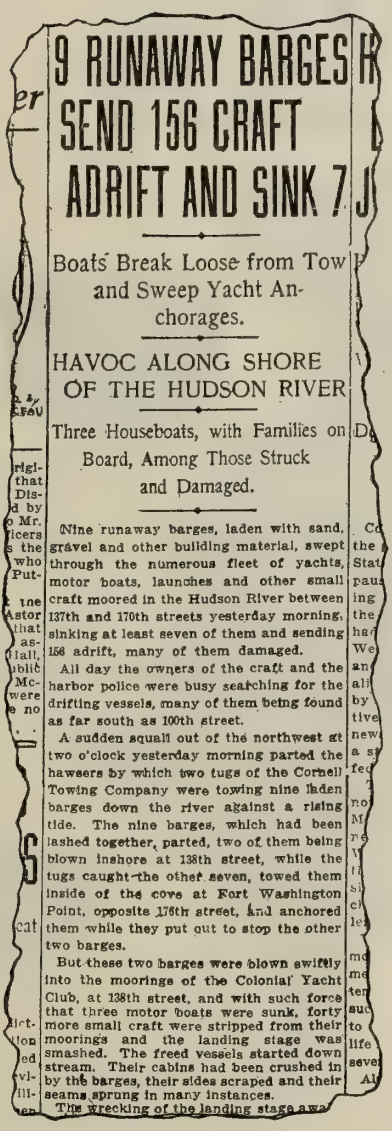
Office—803 Shaughnessy Building Warehouse—137 Prince Street
MONTREAL

Agents for Mannstaedt and Cie

Ornamental Iron Mouldings, Safety Treads, Ornaments, Rosettes, etc.

Catalogues and Stock Lists on Application.

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver

PLYMOUTH TRADE MARK 1824

A REPUTATION behind them and a future before them—no idle statement but a real live truth. Isn't this a reason why you should sell

McClary's
PRESERVING GOODS



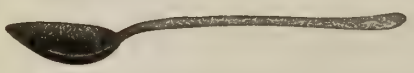
Convex Seamless Kettles



Fruit Strainers



Lipped Sauce Pans



Basting Spoons



Preserving Kettles



Ladles



Fruit Funnels



Fruit Presses



Cullenders

Every one of these articles are used during the "Preserving" Season—they all have their particular work to do and they not only do it but they do it well. It isn't a question of creating a demand, it's a matter of selling the right goods —those with a reputation.

"McClary's on goods is a Quality Name."

McClary's

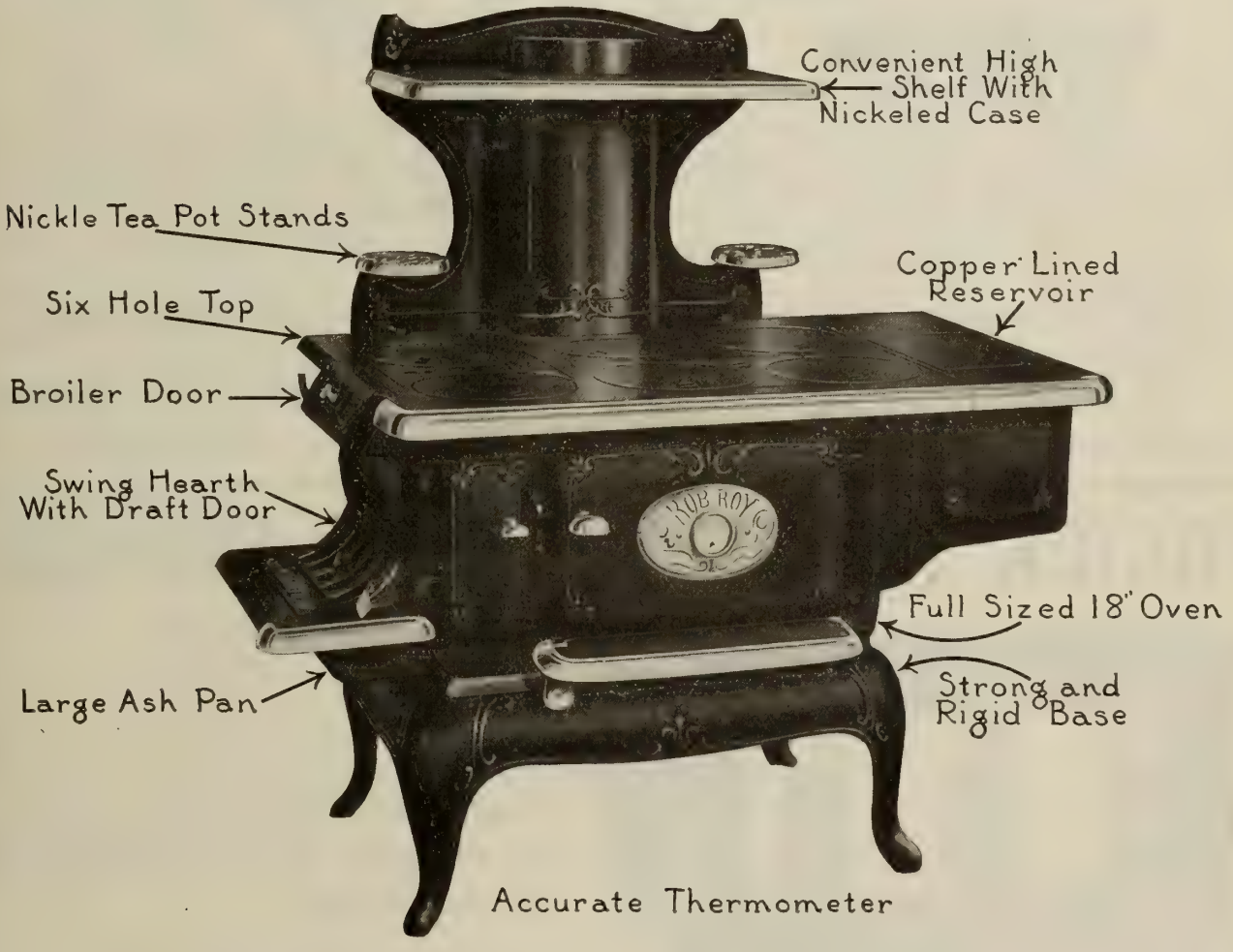
LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON

MAKING GOOD for a manufactured article is the same as an individual. There must be plenty of good material in the right place. There's a reason why householders are buying

McClary's

"ROB ROY" RANGE

Attractive and Handsome Appearance



Its "twice around the oven" flue construction saves heat waste.

It has a six-hole top and a full size 18" oven.

It's very moderately priced.

Its fire-box has semi-steel linings.

Has a Copper Reservoir that will defy rust.

And a Broiler Door.

And many other sound features—we are anxious to send you more particulars—as postal request will bring them—why not write?

McClary's on goods is a Quality Name.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON



New Perfection
WICK BLUE FLAME
Oil Cook-stove

We are now advertising New Perfection Oil Cook-stoves in magazines and newspapers throughout Canada. Your customers will want to see them. New Perfection Stoves are made with 1, 2, 3 and 4 burners. Every stove sold has the unqualified guarantee of The Imperial Oil Company.

The Imperial Oil Co., Limited
Toronto, Montreal, Winnipeg, Vancouver, Ottawa, Quebec, Calgary, Edmonton, Halifax, St. John, Regina, Saskatoon.

WE MANUFACTURE

ALUMINIUM POWDER

SPECIALLY PREPARED, READY FOR MIXING INTO PAINT —WE CAN SUPPLY YOU ANY QUANTITY FROM TORONTO STOCK.

YOUR CUSTOMERS WANT ALUMINIUM PAINT. THEY LIKE ITS HARD, DURABLE, LUSTROUS FINISH. IT WILL PAY YOU TO STOCK OUR POWDER.

The British Aluminium Co. Limited
of London, England
60 W. Front St. Toronto

"QUICK MEAL" WICK OIL STOVES



WITH GLASS FOUNT

Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

Also, "Quick Meal" Evaporating Gasoline Stoves.

The JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT. - WINNIPEG, MAN.

Agents for Canada

KIR-BEN FURNACE FEATURES

KIR-BEN FURNACES HAVE MORE **EXCLUSIVE** TALKING POINTS THAN ANY OTHER ON THE MARKET.

NEARLY ALL ARE PATENTED, THEY ARE **STRONG, CONVINCING, SALE-MAKING** POINTS, THEY ARE EASILY EXPLAINED TO PROSPECTIVE BUYERS, THEY CLOSE SALES AND GET THE BUSINESS.

THEY HOLD YOUR CUSTOMER'S FRIENDSHIP BECAUSE OF **VALUE GIVEN**, THEY BRING YOU HIS **OTHER TRADE**.

HIS INFLUENCE BRINGS THE TRADE OF OTHERS: **REPEAT ORDERS** AND TRADE INFLUENCED BECAUSE OF VALUE GIVEN IN PREVIOUS TRANSACTIONS IS THE **MERCHANT'S BEST ASSET**.

AFTER INDUCING THE PROSPECTIVE CUSTOMER TO CONSIDER YOUR LINE, BE READY TO **SELL**, NOT MERELY **OFFER**. GET THE AGENCY FOR THE KIR-BEN AND OBTAIN **REAL RESULTS**.

EVERY KIR-BEN IS GUARANTEED.

"Kir-Ben," the furnace with the added features.

Deep cup and flanged joints in Radiator.

Deep Cup Joints in Firepot.

Heavy Flanges on Firepot.

Straight Firepot with more grate surface.

Heavy duplex grates with roller bearings.

Removable grates without removing bolts.

Grates that remove the ashes from the sides of the firepot without disturbing the live coals in the centre.

Heavy, Deep and Large Ashpan.

Heavy, one-piece bottom and ring.

Large Feed Doors, 12½ x 16 to 15¼ x 17.

Patented Radiator Top—no arms to break from heat expansion.

Heavy, always-ready, explosion damper, full size of smoke pipe.

Automatic damper, controlled by feed door, too heavy to burn out, designed to prevent warping.

Hot water connections for heating kitchen boiler made two ways.

Dust damper that will not clog.

Extra large ashpit, square, no corners that are hard to clean.

Large ashpit door, unusual size—same as ashpit.

Large water pan, easy to remove for cleaning.

Feed door opens direct draft damper, no smoke or gas in the face when firing.

Complete control of fire from upstairs, three damper chains giving graduated control of draft and checks.

Water pan gives proper humidity at all times. Placed to prevent cracking of castings in case of overflow.

KIR-BEN AGENCY IS THE BEST

Kir-Ben, Limited, Almonte, Ont.

"Ask the Woman Who Owns One"



There is a story told of a young advertising man who, when asked what he considered to be the finest job he knew of, said "Copy writer for the Packard Automobile Company."

"Why?" we enquire to know, as the Japanese school boy put it.

"Well," he returned, "you simply write "Packard. Ask the man who owns one," and you are through for the day.

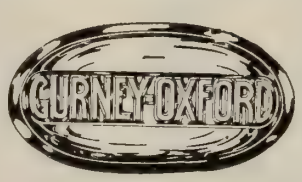
But that is certainly a splendid slogan that the Packard people have, probably the best advertising slogan ever devised.

And you can apply the spirit of it, if not the actual words, to the selling of Gurney-Oxford Stoves.

When a woman wants to know which stove will give her the most actual value in results, in economy and in satisfaction, apologize to the Packard People and say "Gurney-Oxford. Ask the woman who owns one."

The reputation of the Gurney-Oxford is and always has been in the hands of the women who use them. We have told them what the Gurney-Oxford would do. It has done just this, and more, and that's why you can ask the woman who owns one and get a most favorable and complimentary report.

SAM OVEN,
(With Gurney's.)



The Gurney Foundry Co., Limited

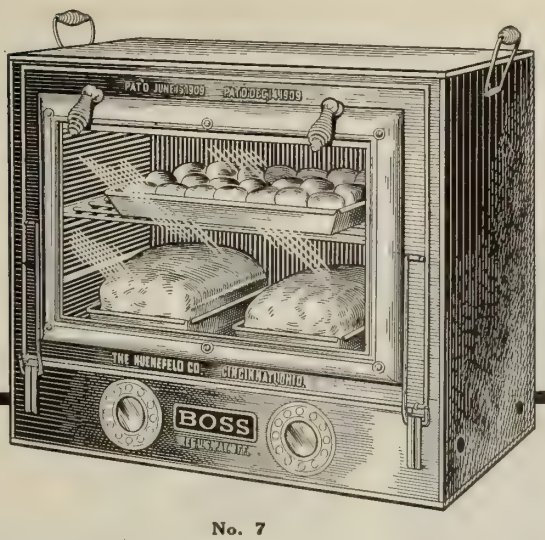
Established 1843

TORONTO, CANADA

Branch Houses at Montreal, Hamilton, Winnipeg, Calgary, Edmonton and Vancouver

BOSS OVEN

GLASS DOOR



GUARANTEED

No. 7

BOSS Glass Door OVENS

Sold throughout the World. In almost every Country where Oil, Gasoline or Gas is used as fuel, you will find the Boss Oven on sale.

Its tremendous popularity is due to the fact that it is first of all a good and economical baker. We guarantee it to bake or roast satisfactorily on any good oil, gasoline or gas stove, or "money back" without argument.

The "BOSS" is made better than any other Oven. Only the best materials are used. The body is made of Mecca Lustre Polished Blue Steel. The linings of heavy Corrugated Tin Plate, having thick asbestos inner linings throughout.

Its Patented Glass Door, which we guarantee not to steam up or break from the heat, has been a universal success. More than 600,000 of this style are now in daily use.

Many patented and exclusive features are found in the Boss. The new Hinge and Door Support leave the door opening entirely free when Oven is open. No danger of burning the hands or arms by coming in contact with wires or chains.

Large variety of styles and sizes in Glass and Steel Doors are shown in our new catalogue, which will be sent on request. Write for it to-day.

Write to-day for Complete Catalog and prices.

NEW BOSS OIL STOVES

Every Vital Feature in the construction of an Oil Stove has been carefully worked out in the "New Boss." There is nothing complicated to get out of order—nothing hard to understand to operate it properly.

Simple but Substantial construction has been adhered to throughout. The extra wide top gives more room for cooking utensils. The legs are strong cast iron, making the stove very rigid.

Patented High Wick Limits or fingers are provided on the inner combustion tubes which are engaged by the wick when turned at full burning height. These fingers automatically trim the wick when chimney is revolved.

The Intense Blue Flame plays right against the cooking utensil, giving quicker results and using less oil than most other stoves.



FOUR BURNER LOW WITH GLASS TANK

The HUENEFELD CO., 6000 Valley St., Cincinnati, Ohio

Let us tell you the reason,



that you should stock up with the Dana Peerless Freezer, right now.

The Peerless makes its greatest appeal in Summer. Although it's in demand all the year round—naturally, in the sultry months, the demand is greatest.

And the Peerless appeals irresistibly to those people — the Summer campers, the commuters who go to live, far from the stores, where good ice-cream is procurable.

If you have it in stock, good and early, you'll be able to show it to them before they go,—you'll have time to demonstrate it—to point out the tall, slender can—to show them how the dasher removes the cream from the sides as fast as it becomes solid. You will be able to let them crank it themselves, to let them discover that it is as easy to grind as a watch is to wind.

That's the reason you should stock the Dana Peerless **now.**

A mighty good reason, isn't it?

You'll think so, when we tell you about the profits.

So ask your wholesale hardware supply house about them now.

Manufactured and Sold in Canada by

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

SOLE LICENSEES OF DANA MFG. CO., CINCINNATI

DAVIDSON'S NON-EXPLOSIVE
Premier Underwriters Safety Gasoline Cans

Specially made for Gasoline, Benzine, Alcohol and all highly inflammable explosive liquids. Saves 30% Evaporation, and preserves the volatile qualities of the oil or spirits.



Strong and Superior Construction—Finished in a beautiful Japan Red.

The principle of this Can for safe storing of Gasoline depends upon the same fire-stopping property of wire gauze that gives absolute safety in use, to the celebrated "Davy" mining lamp. *The brass tube* extending into the tank is covered at its base by wire gauze and is sealed at the top by an automatic valve which practically makes it air-tight. If fire occurs near or or around the tank and excessive gas is formed by the heat, this valve opens automatically and allows the dangerous gas to escape.

In case contents of Can are ignited the vapor escaping through the gauze-protected tube will burn quietly and harmlessly at the orifice without exploding.

Tested by the most competent Engineers and accepted by the Underwriters, its use is therefore a positive safeguard to human life and property, and will reduce your insurance rates to the minimum.

—Three Sizes—

1, 2, and 5 gallon.

Write for Prices.

The Thos. Davidson Manufacturing Co., Ltd.

Montreal **Winnipeg** **Toronto**

BURLAPS for WALLS

DOUBLE SIZED and OIL COATED

Made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.
All Standard Shades.

DYED BURLAPS

Made in widths of 36, 54 and 72 inches only.
A Good Variety of Shades.

LENGTH OF ROLLS, ALL LINES, 30 and 60 Yards

How Our Burlaps Are Made

CANVAS: Every yard of the Jute Canvas used in the manufacture of our Burlaps is specially woven for us in Dundee, Scotland, from yarns of uniform counts and standard strength. After being woven the Canvas is super-calendered, stretched and made unshrinkable.

OIL: The only Oil used in our Burlaps is pure Linseed Oil, crushed from Western Canada seed of a high grade; further this Oil is made under our personal supervision, kettle boiled and tested on our own premises.

MACHINERY: We have taken advantage of every improvement in the way of modern machinery that has been brought to our attention and in addition we have the benefit of the experience of engineers who have been in our employ for more than a quarter of a century; the facilities of our immense plant for the manufacture of Oil Cloths and Linoleums are at our disposal for similar operations in the manufacture of Burlaps, and these additional features of machinery and special equipment utilized in our other departments and available for our Burlap manufacture place us in a unique position in this field, hence the cost of production is kept at the lowest possible point and purchasers of our lines get the benefit.

WORKMEN: The use of Burlaps as a wall covering is of comparatively recent origin, although we have been manufacturing this line for upwards of twelve years, but in our employ are scores of men who have been handling Jute Canvas, Oils, etc., for thirty years and more;—having the services of men with such long experience in this work gives us an unquestioned right to claim a unique position in the manufacture of Decorative Burlaps.

Handled by Leading Jobbers of Wall Papers, Paints, etc.

SEND FOR SAMPLES AND PRICES

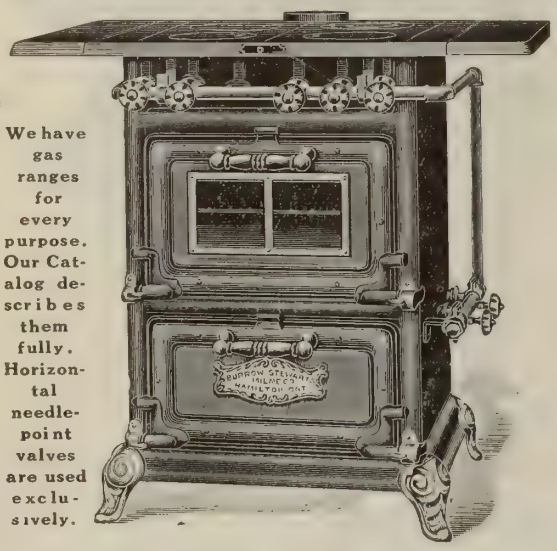
Manufactured by

The Dominion Oil Cloth Co., Limited

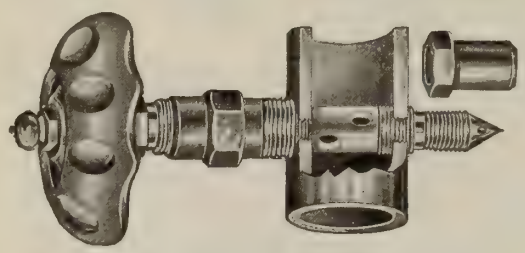
MONTREAL

"Hamilton Jewel" Gas Ranges

are ready sellers because of their attractive design and finish, and they ensure the utmost in GAS ECONOMY which means maximum satisfaction for customers.



We have gas ranges for every purpose. Our Catalog describes them fully. Horizontal needle-point valves are used exclusively.



Adjustable Non-Leaking Needle-point Valves

Quickly and easily adjusted to burn any kind of gas at ANY PRESSURE.

The valve is horizontal and secures a perfect mixture of gas and air; the gas is delivered from the point of the needle into the air chamber, where gas and air are thoroughly mixed; this insures a perfect blue flame, consuming the maximum of air and the minimum of gas, resulting in **greater heat and lower gas bills.**

The horizontal needle valve has **no seat, spring or screw, which are liable to wear, work loose and eventually leak.** They will last as long as the gas range, and for exact mechanical construction are absolutely guaranteed to be perfect in every detail. The adjusting nut shown separately in valve cut controls the flow of gas.

The Burrow, Stewart & Milne Company. Ltd.

HAMILTON TORONTO — Stove builders for over 40 years — MONTREAL WINNIPEG

The ELGIN



Sells for $18.00

And at that there is a tidy little profit for the dealer. Although the Elgin is a low-price fixture it is not "cheap." It is made of high-grade materials throughout, put together so as to produce a clean, long-wearing closet. The Elgin is a fixture that can be sold with a guarantee.

Full description and prices to the trade gladly mailed on request.

The James Morrison Brass Mfg. Co.

LIMITED

93-97 Adelaide St. W. Toronto, Canada

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



5753 IRON

3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS

3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.



5355 IRON

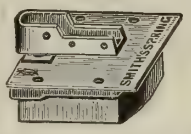
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS

4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
26/- each

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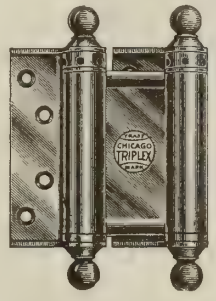
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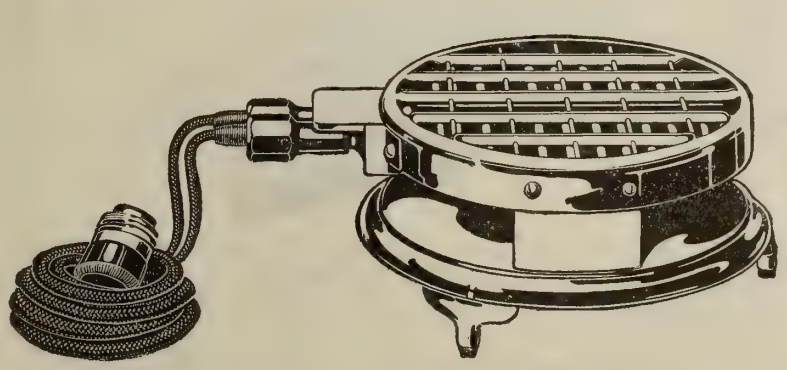
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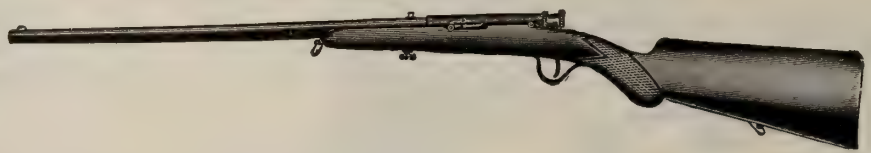
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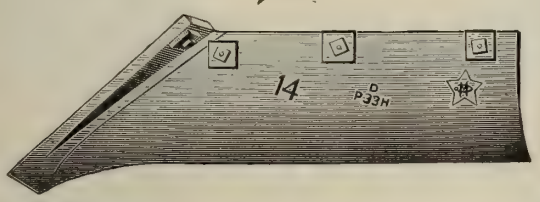
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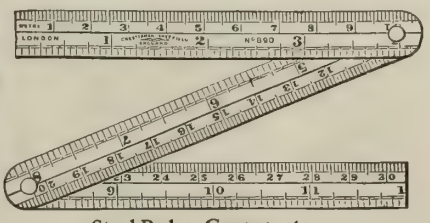
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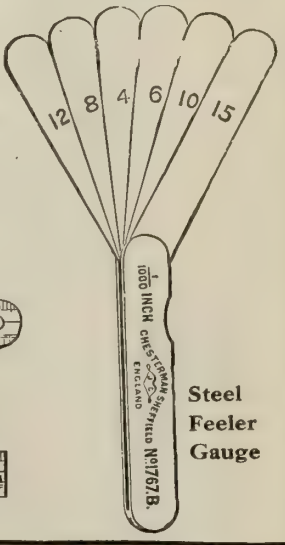
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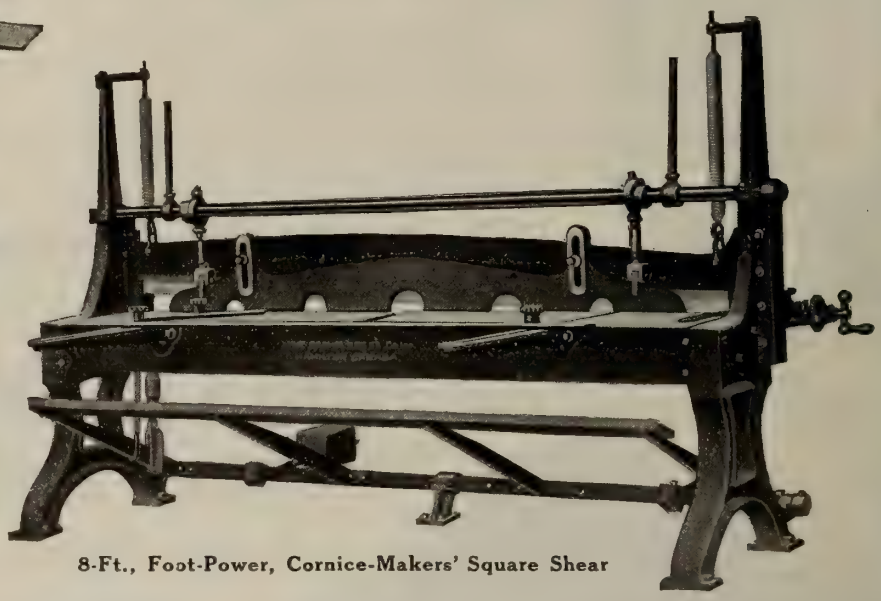


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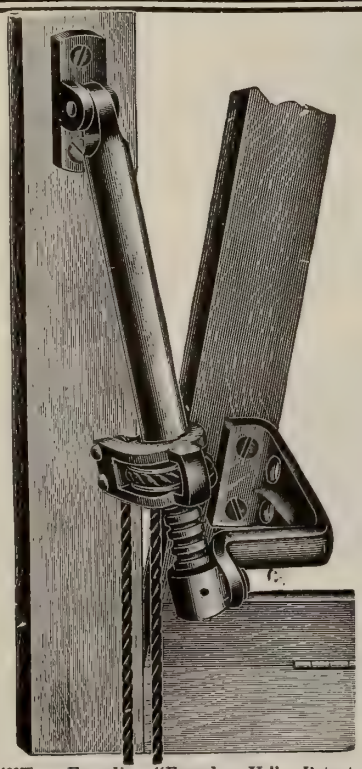
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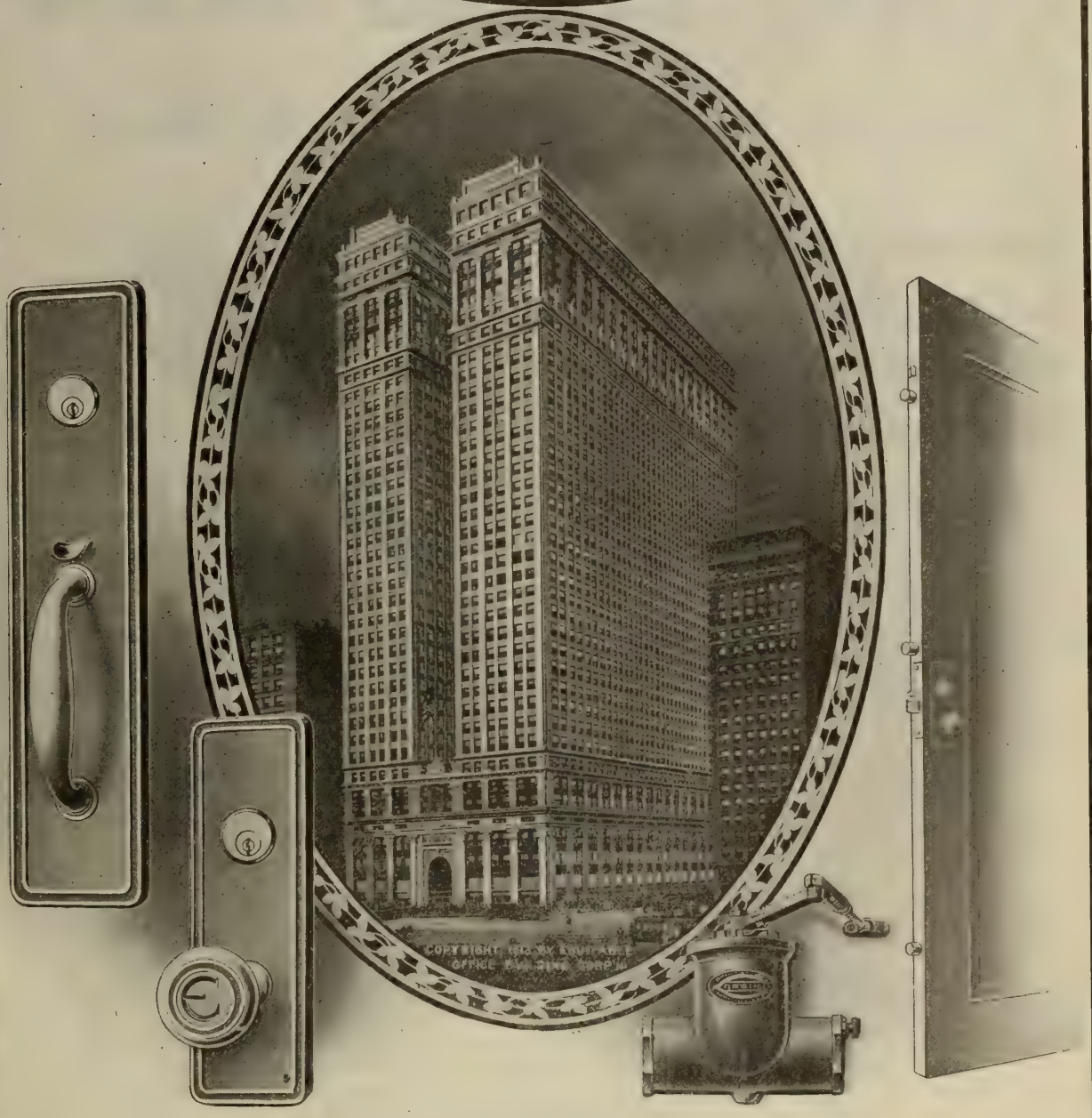
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JUNE 27, 1914. No. 26

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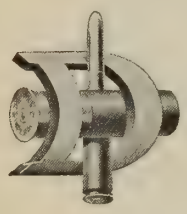
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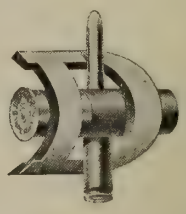
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Get this money-maker now. Write your jobber.



CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. JUNE 27, 1914 No. 26

The Road to Successful Stove Salesmanship

The Successful Salesman Will Stand Up for a Legitimate Profit—He Will Also Have a Thorough Knowledge of the Salient Features of the Line He is Selling—The Rewards of Attainment.

Written for Hardware and Metal by N. R. Turner, Sales Mgr. Toronto Branch, McClary Mfg. Co.

So keen has competition grown in the stove business in recent years that specialization has become necessary for successful salesmanship in that line. At the outset of this talk I want to emphasize the point that ability merely to dispose of a large number of stoves does not entitle a man to rank as a successful salesman. He can experience none of the satisfaction which comes from achievement if he does not get a safe profit on the cost of each stove after every item of overhead expense has been added to the wholesale price.

In the case of stoves on which the manufacturer sets a minimum resale price he is in honor bound not to sell below that price. Strict adherence to that policy combined with the other qualifications which characterize the highest type of salesmanship, will create in the public respect for and confidence in the salesman and his store.

If he is unable to close a sale at the regular price and, rather than risk losing the sale he offers the stove at a reduction, he virtually acknowledges that, in his opinion the original price is exorbitant, that in stating the first price he attempted to take advantage of his prospect's supposed ignorance of stove values and, finally, that he is unconscientious, and therefore unsafe to deal with. This soon creates distrust of the salesman and his store in the public mind (for the germ of suspicion spreads quickly); and may also injure the reputation of the manufacturer whose stoves the store handles.

A dealer who accepts the agency for a nationally-advertised line of stoves should remember that the manufacturer has spent thousands of dollars to produce an article which will be a credit to his name; and probably many more thousands to create nation-wide interest in the new stove before a single sale was made, and he assumes a moral obligation to do nothing which might injure the good name of the maker's line, while using every legitimate means to push the line.

The object of such a large expenditure of money by the manufacturer in advance advertising of a new line, and of enormous additional outlay for continuing the advertising is to arouse interest in the stove by acquainting the public with its distinctive features, and to create a demand for it, in co-operation with the preference which it will gain by the approval of people who have proved its value in daily use; to assist the dealer to obtain a legitimate profit on the line, and himself to increase his output.

It is, therefore, apparent that the interests of the dealer and the manufacturer are closely related, and the salesman in order to conscientiously fulfil his obligation to his employer, and through him to the manufacturer, must store his mind with all the information he can obtain about the line he is selling.

His strength as a stove salesman is in proportion to his knowledge of his line, and if he would achieve the greatest success that his opportunities allow, base his salesmanship on knowing his line from Whereas to Amen. To acquire that information he must take advantage of every opportunity to study the lines. Read the manufacturer's trade paper and newspaper advertisements for the salient features. Study all the special literature obtainable on the line for more detailed information. Listen attentively to what the manufacturer's road salesman has to say about his line; and ask him to explain points not fully understood.

Every salesman should avail himself of the first opportunity to visit the foundry where he will see the stoves manufactured, and see the earnestness of purpose that lies behind the production of every stove.

It is not suggested that he weave all this technical knowledge into his selling talk. On the contrary he should confine his demonstration to a plain, serious explanation of the points which are important to his prospect. Always remember that every part of a high grade stove is designed for some practical purpose and deserves a careful explanation; which he cannot give if he is not familiar with his subject.

The average man or woman is not a metallurgist or an expert on combustion, consequently, the more he avoids the language of a pedagogue the more agreeable will be the impression he creates. But knowledge, being strength, the more technical knowledge he possesses of his subject the greater will be his power to impress the customer, because he or she will feel that the careful explanation covering the features that affect the qualities which the layman wants to know about—such as baking and cooking, fuel consumption, water-heating, ease of control, accessibility of flues, replacement of fire-box, parts, minimizing of labor, heat radiation, durability, etc., is a conscientiously and carefully constructed superstructure founded on thorough knowledge.

To convince others he must himself be convinced. Therefore, he should neglect no opportunity of acquiring trustworthy information concerning the line of stoves he is selling.

To travel the road to successful stove salesmanship requires ambition, intelligence, conscientiousness, perseverance, tact and patience. But the goal is worth striving for. The rewards of attainment are alluring, for only the well-equipped succeed in reaching it.

Aggressive Methods That Create Sales

Hardware Merchant at Palmerston, Ont., Gains Ideas From Trade Journals—Real Co-operation With Hardware Salesman in Another Town—Auto Accessories a Good Selling Line.

An authorized interview by a Hardware and Metal representative with J. Chalmer, Palmerston, Ont.

I FIND that the most prolific source of new selling ideas that can be applied to my business is a close study of the methods of competitors and the actual knowledge of what the fellow in Halifax or Vancouver is doing, that I gain by a regular perusal of my trade journal. Sometimes, of course, I am able to work out new things for myself, but that is no reason why I should not also benefit by the experience of some of the brainiest men in the trade. My adoption of their ideas can not possibly hurt them and it helps me immeasurably.

The incident that really put me in the way of making a wholesale use of other's ideas came about by pure accident.

It happened in this way. There was in my employ at one time a man who has since had to move to another town owing to circumstances over which he had no control. He was a splendid clerk and a live wire in every sense of the word, so that it was quite natural for me to ask him to write and tell me how he got along in the hardware store that he was going to work in, in the other town.

I had in stock here at that time a certain combination gasoline and coal oil stove that I thought was a dead one. He and I had talked that stove from every possible angle, so we thought, and still it would not go. I had my mind made up to buy no more and was even feeling around to find out whether or not the house would take back the few that I had in stock. Well, this man had not been on his new job for more than two weeks before he wrote me a letter that made me see the light. He informed me that that same stove was the best seller in that store, and he told me why. He also added that a stove that was my best seller here had been dragging on them until he had gotten busy and applied the methods that he and I had used in Palmerston on it, when, lo and behold, it sold like hot cakes. His advice to me was to reverse the process and to apply their methods to the line that had been going so poorly in Palmerston. I followed his advice, and instead of closing out the line, I have been a heavy buyer ever since.

The reason for my previous failure was simply this. Both my lines were good stoves, but one of them had been in general use hereabouts for years, was well known and commended; the other was quite as good and was well known in some parts of the country, but was not in this district. When a woman wanted a stove it was a case of "Well, I've used the other stove so long that I don't feel like changing," or, "Mrs. So-and-so says that you can't do anything with those combination stoves and that they're dangerous." My arguments had never made any impression on them.

Following Sam's advice, I sent in to the manufacturers and got all the possible information, literature, etc., that was out on that stove. Then, for the first time, I really explored the inwards of that stove and found out what made it tick. In short, I knew my goods. Then I got busy on a demonstration. I wrote, I 'phoned, I circularized, and I told everyone of the great stove that I had and of the big stove day that I was going to pull off. It worked. I demonstrated to the people who came, not only on that, but on every day that I found a listener, why, for certain people and under certain conditions, that stove was better than the other one, and did it all without taking away from the attractiveness of my other stove, which was of an entirely different type. I harped on the convenient and the economical points and they stuck. I had held demonstrations before, but not in this way. I studied my product so that I could put enthusiasm and human interest into my arguments.

Since that eventful sale, my old clerk and I have kept up a regular correspondence course in selling ideas, and many the old line have I worked off in consequence, and I believe that he and his employer have been able to use some of my ideas to the same end. It would be a great thing if our associations emphasized this team work more strongly, so that each of us could benefit by the other's experience, either to repeat or avoid them, as the case might be.

There is one very impressive fact about demonstrations that has made a thorough convert of me. It is this: whenever my competitor gives a demonstration in any given article, my sales in it drop away below par. I don't have to explain the lesson of that; it stands on its own feet.

Of course, some lines cannot be as easily demonstrated as others; but there are more ways of killing a cat than choking it to death on butter. There are auto accessories, for instance. I cannot demonstrate the actual use of them in my store, nor can I afford to keep a car running for the education of the public. But I can advertise and I can make a prominent window and shelf display of these lines and point to the successful use of them that is being made by local car owners. Everyone is interested in an auto, because few men are so poor but what they hope to have one some day; consequently it is not hard to advertise a line of goods that people are naturally interested in. They pass a surprising amount of it around from hand to mouth. Everyone commented favorably upon my action in first laying in the line.

It is, by the way, a very profitable line, for on whistles alone I make as much as five dollars each.

I find the same fact to be true of most specialty lines; it is to them that we must look to bring us out on the right side of the ledger at the end of the year, and of them all, I find auto accessories, more particularly Ford's, the most profitable.

My stock of goods is a very modest and inexpensive one, but I make a frequent turnover on it, and owing to the fact that I am known to sell some accessories, am constantly receiving orders for others that I do not carry; all of which is pure velvet, as I am not under the expense of carrying the stock. It is the less important and cheap parts that require replacing in a hurry. The more expensive parts are durable and replacements are usually ordered weeks ahead of the time that they will go into use, so that my delay in sending to Toronto or some other jobbing center is never commented upon.

I carry in stock inner tubing, a few tires, dry cells, anemometers, spark plugs, vulcanizers, cotter pins, patching cementless rubber, carbide, gasoline, lubricating oils, etc. The two latter items, of course, are sold for a variety of other purposes than motor use, all of which is very beneficial to me. On the one item of cotter pins, I make a very neat profit. They are small and comparatively cheap, but the quantity that goes into the upkeep of the average car is astonishing and the profit equally so.

I have made a special showcase for my auto lines that I use in connection with shelves and windows for display

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Cash vs. Credit in a Country Town

Hardware Merchant Gives Views Regarding Cash and Credit Systems—Believes There Should be More Co-operation Among Retailers.

An authorized interview by a Hardware and Metal representative with W. H. Davidson, Paisley, Ont.

TIMES have changed since the farmer only received his money once a year, when he sold his crop in the fall. Now, what with mixed farming, cattle feeding, hog raising and so on, he has sources of income that bring money to him at all seasons of the year. The one item of dairy products alone is sufficient to cover the cost of the small purchases of many families. Stove wood and saw logs are another item that bring in a considerable winter income to the farmers of this vicinity, at least. Also, in the spring there is the sale of wool and lambs to help out. Horse raising is also becoming quite an industry; last year one man near here sold nine hundred head of horses in the various markets around Ontario.

Such being the case, it appears to me that the time is ripe for merchants to get together and educate the farmers to the idea of paying cash instead of asking for credit. It was all very well when we had to extend credit; at least we made a bigger profit in those days, but as I have pointed out, the necessity no longer exists, and furthermore, prices have reached such a point that we can no longer afford to carry a customer over a long period of time, because the profit disappears in the interval.

The average city dealer who sells to other business men, office and factory help, usually sells on a cash basis because his trade has a regular income. Now, I cannot see that the position of the country merchant differs so greatly but what he can go on a cash basis too. The farmer now gets his money with almost the same degree of regularity that the city worker does, and I believe that he can be made to pay in the same way if enough of us get together and insist upon it. Even though they should be educated, as a first step, only to giving their notes for overdue accounts, something would have been accomplished. I notice that the machine agents, Massey-Harris and others, get a small cash payment and the balance in notes that are a first lien, on every sale that they make.

The farmers have become so accustomed to making us wait that a bill that is a year old is nothing to them. It is almost a science with some of them. They buy from the merchant and put off payment for so long that the latter has to go to the bank and borrow to carry the load. It resolves itself into a case of the merchant paying the customer's interest, for the latter can rarely be depended upon to pay any interest to the merchant on the old bill. My banker tells me that I should send my delinquent customers around to him; that there is hardly a man around that he would refuse seventy-five to a hundred dollars to in order to meet his obligations. But that is the point at which most of them balk. They intend to pay in their own good time doubtless, but they refuse to borrow to do so. They much prefer that the merchant pay interest at the bank rather than that they should. I don't find it so much a case of lack of ability to pay as a lack of inclination to do so. Other things have changed as a result of new conditions, and I see no reason why this imposition should not be done away with. I should most certainly refuse to extend any credit if I were to start up a new business to-morrow; but having an old one on my hands, I am held down to a great extent by my past practice and the manner in which other retailers in this town and in Ontario and Canada generally are doing.

In the same connection, I believe that even under the present custom some preference should be shown the occasional cash customer. There is all the difference in the world in selling a man a half ton of wire and making two dollars in profit on the sale and selling another man that same thing and then waiting a year for the money. In the latter case the profit disappears, and yet we charge them both the same price. It is not just at all. It appears to me that a discount of some kind should be in order for the cash customer; either a sliding scale that takes into account the amount of the purchase and the variety of goods sold, or else a flat rate, and in the latter case trust to the law of averages to even things up. A man could give a ten per cent. discount on a purchase of coat-hooks and padlocks, for instance, but nails, butts, pails, and other staples could not stand such a cut unless the customer came back again and bought some of the more profitable lines.

I ran a cash sale this spring on one article that I knew my trade would be buying heavily; namely, woven fence wire, and I had no trouble at all in getting cash, once the idea was explained to my customers. We sold nearly six miles of this fencing on this basis between April 1st and June 1st.

I believe that many country merchants carry on their books, accounts that equal their stock in value and in some cases greatly exceed it, and instead of the proportion growing smaller, it is on the increase. If allowed to grow unchecked, this condition will destroy those who created it.

The retail association discussed the subject a year ago, but did not really go into it thoroughly, and on the occasion of the last meeting the subject was barely mentioned, which fact should be greatly deplored. I believe that the Alberta association has inaugurated some very good collection measures since the occasion of its recent meeting out West; but however admirable those measures may be, they are of a purely palliative nature, and the real need is for stern corrective and remedial measures. It is very praiseworthy to seek to collect old debts, but it is much more vital to do away with the making of new ones and so destroy the very root of the trouble.

I believe that the desired end can be reached eventually by the merchants of any one town getting together and forming a local Credit Men's Association. It has been tried and successfully worked out in a number of cities and towns, and the resultant exchange of ideas and information about customers should prove invaluable to us. The organization required for a small town would not be costly, and the object of it at first should be the exchange of credit news regarding customers, and the approach to a cash system could thus be made gradually.

If Robinson is paying me for his hardware and is letting his grocery bills stand at Smith's store, the latter would be better able to handle the delinquent if he should be informed that I was getting my money. Our secretary could keep a close check on all business transactions, court records and credit news generally, and give each member a weekly copy of same. The members could meet at regular intervals and discuss the questions of the moment and help one another generally.

I think that the only thing that has prevented the universal growth of such organizations as the one that I have outlined is the fact that most of us are more

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HARDWARE AND METAL

VOL. XXVI. No. 26 Toronto, Canada, June 27, 1914 Two Dollars per Year

THE BUSINESS SITUATION

WESTERN reports this week indicate a more optimistic feeling among Western hardware and paint dealers. Favorable crop conditions and weather have had a good effect on trade generally. Orders, of course, are still small, and are of a hand-to-mouth character. Reports from the East show that although orders are not large they are quite numerous, and a very fair volume of business is passing. Business at Toronto is inclined to be dull, although hardware jobbers are not complaining to any great extent. Probably the most complaints are heard from those engaged in the metal business. Owing to lack of orders and the shrewdness exhibited by those who are in the market for metals, there has been keen competition, resulting in a great deal of price shading.

Competition from other countries has also been felt to a great extent. Buying of metals is still of a hand-to-mouth character, and many large manufacturing firms are buying in much smaller quantities than for many years past. The usual summer-month slackness in business is setting in and is being felt a little earlier in the season than last year. Stove manufacturers note a falling off in the demand for summer stoves and supplies, but these lines are just moving nicely off the retailers' shelves. Paint manufacturers have been busy, although a falling-off in trade is now noticeable. Many retailers, some of whom are located in cities where conditions have been said to be bad, state that business so far this year will compare favorably with previous years. One good feature is that the retail trade has been doing business on light stocks and many merchants have worked off overstocks which had been on hand, in some cases for three or four years. This will have a good effect on trade generally, especially later on when conditions improve.

THE AD CLUB CONVENTION

ONE of the biggest and most important conventions ever held in Canada has been in session all this week at Toronto. It is the annual convention of the Associated Advertising Clubs of the World, the personnel including prominent retailers, manufacturers' representatives, newspaper, trade paper, magazine and advertising men from almost every walk of life and from many countries.

This ad. convention is important to the trade inasmuch as it is working for the elimination of objectionable and untruthful advertising. From the discussion that took place at the sessions attended by the writer, it is plain that this is the real question of the hour so far as these associated advertising clubs are concerned. Honest advertising men, whether they purchase or sell space, are anxious to see all advertising mediums purged of fraudulent statements and schemes and in the dawn of the better day the retail merchant is taking a prominent stand.

At the sessions on Retail Advertising at the big convention it was a noticeable feature that United States' retailers were quite frank in giving all advice and suggestions within their experiences to the open meeting. If one had tried and found a certain method to be a failure, he was straightforward in making it known for the help of his confreres. If another method had proved successful, he was willing to give his brother merchants the benefit of his experience. Knotty problems are discussed and often solved in a business-like manner; old-time narrowness was nowhere in evidence. It would be hard to place an estimate on the value of the retail session to the retail merchants. Men of many years' experience,—men who had spent thousands of dollars in perfecting their selling and advertising organizations were present to give their experiences for the benefit of others. The most lamentable feature of the whole Convention, as far as the Canadian hardware trade is concerned, was the absence of the Canadian hardwaremen. With three or four exceptions—and the exceptions are men who are making a record in Canadian hardware retailing—no Canadian hardwaremen were present.

THE HOUSE FLY

THE public is slow to take hold of anything, but once it does it goes into it most thoroughly. When the first talk of a swat-the-fly campaign was raised, people were inclined to treat it as a joke. They recognized in a way that there was a lot of common-sense behind the idea, but they were not inclined to take it seriously. The persistency with which the idea was exploited, however, carried conviction with it, and to-day people the world over are industrially aiding in the fly hunt.

The results of the campaign, we believe, have been eminently satisfactory. The fly is in no danger of becoming extinct, but he has not the freedom that once was allowed him. He is barred from the home and given a hard run for his life if he obtrudes himself too closely around the haunts of men. With public interest thoroughly aroused, it is quite probable that precautions will be kept up, which will rigorously exclude the dangerous house-fly.

From the standpoint of the retail hardware men the fly campaign has been doubly satisfactory, as it has created a heavy demand for fly swatters, screens, traps and similar articles which sold in comparatively small volume before.

AN ERA OF CO-OPERATION

THERE is still great room for further interest in association work on the part of the retail trade. Every merchant should associate himself with an organization endeavoring to place the retail business on a higher plane. Many writers refer to the present age "as an age of competition," but they could go further and refer to it as an "age of co-operative competition. Co-operation is the bond that holds together the social, religious and economic life of the country. It enters into family affairs, religion, sport, business and professional life. One can scarcely think of a single phase of the activities of life which is not influenced to a very considerable degree by the principle of co-operation.

Co-operation is practical, logical, workable and will do for the retail hardwaremen of Canada what it has done and is doing for thousands of other men in other lines of business and what it is doing constantly as a motive power in all phases of life.

Some men there are who stand out like giants above their fellows. Such sometimes say: "What need have we for co-operation—we are a law unto ourselves—we do not ask assistance and will give none." This is only half true. Every man is dependent on others for many things, and each consequently owes to his fellows all he can give them of inspiration and service. A strong organization of merchants would be merely a working out of the truth expressed by Kipling in his wisdom-packed poem:

"Now this is the law of the jungle, as old and as true as the sky
And the wolf that shall keep it may prosper, but the wolf that shall break it must die,
As the creeper that circles the tree-trunk, so the law runneth forward and back,
For the strength of the pack is the wolf, and the strength of the wolf is the pack."

Not dependence, but interdependence is the gospel we should preach. Not merely competition but "co-operative competition" is the life-spring of modern business.

WHEN MONEY IS VALUABLE

WHAT IS MONEY? In the ordinary sense it is a standard of value which can be transferred to discharge an obligation. The value of money and its service is defined by the number of times it is put to use. A dollar which lies in the pocket or in the bank for a month is a dollar at the end of the month. If that same dollar is put into circulation and changes hands say ten times, it has discharged ten debts and on the face of it would seem to represent not one dollar but ten dollars.

Apply this theory to such conditions as are general at the present time. There is to start, a development in the financial market which proves a scare more or less to the what money they have and as long as they sit tight on it, it is not doing the work it might do in settling obligations. The banks hold on to what money they have; loan companies hold to their assets; individuals follow the example and hang on to what they have—and the first thing we know there is hard times.

If people would consider that every time a dollar changes hands it is worth a dollar, we might get more money into circulation. This is a homely theory of finance but it is one that indicates some of the troubles of to-day.

THE WESTERN CROPS

BUSINESS in general throughout Canada has at least one eye on the Western crop situation at present, and the prospects are continuing of the most encouraging sort. Latest reports indicate that needed rains have been general and the plant is reported to be in good condition with fifteen to twenty inches growth in most districts. There has been some damage by hail, but this has not been extensive, and there appears to be every indication for the biggest yield of wheat that the history of the West has shown. But while the Western prospects should be a favorable influence with trade in general, and while a big crop will be a great boon to the country as big crops always are, too much must not be looked for from this source with the downward trend of prices—the price is just as an important a factor in relation to the wheat crop as the yield.

In the States there is the biggest crop of history being harvested with the result that the prices for wheat have gone lower than they have been for the past eight years. Canadian markets were slow to sympathize in the decline on account of the present high cash prices, but with the recent rains in the West and the assurances of perhaps the biggest crop in the history of the country, the market has not been slow to act and the prices have shrunk two cents during the past week.

Let us just for a moment consider what this change in price means. Many of the uninitiated will be too much inclined in thinking of the price of wheat to refer to it as something like gold dust taken right out of the ground, without taking into consideration the elements of cost—the capital investment in land and implements, the seed, harvesting, threshing, labor, and cost of transportation.

To bring the whole matter down to a scientific, financial basis we find that the Saskatchewan commission on agricultural credits, after a world-wide inquiry, reached a basis for the cost of the production of wheat in Saskatchewan of something like 65c a bushel. At the present time the quotation for December options is 81c at Winnipeg. If we take 65c as a basis of cost, and add to that figure 12c, as being the transportation from the wheat field to the head of the lakes (and it is on this figure that the Winnipeg price is based), we find that the profit to the farmer at the present price is, roughly speaking, four cents a bushel; and there would appear to be chances for the prices to go lower. The two-cent decline of a week then might mean a shrinking of a third of the profits. This, in brief, is summing up the arguments which have been largely responsible for the marked increase in the development of recent mixed farming in the West.

EDITORIAL BRIEFS

THE WINDOW THAT does not increase the profits is not properly attended to.

* * *

A FLAG OR TWO in the window between now and July 1 will give it an appropriate Dominion Day flavor.

* * *

TO TRAVEL THE ROAD to successful stove salesmanship requires ambition, intelligence, conscientiousness, perseverance, tact and patience.

* * *

THE DIFFERENCE between success and failure in the retail business is very often the difference between knowing and guessing.

Tariff Changes Affecting Canadian Hardwaremen

Lines in Which Hardwaremen Are Interested Affected by Tariff Changes—Tables Showing British Preferential, Intermediate and General Tariffs.

THE Customs Tariff Act, 1914, was assented to 12th June, 1914, and count of the many changes in the tariff on lines in which the hardware trade is directly interested, Hardware and Metal is publishing in full the portions of the act which affect hardware and metal lines; also tables showing the British preferential, intermediate, and general tariff. The April 11 issue of Hardware and Metal contained a report of the budget speech and gave in full the tariff changes announced.

A memorandum sent out recently by the Department of Customs draws attention to the fact that iron or steel wire numbers nine, twelve or thirteen gauge admitted free under Tariff Item 404, should be described on the face of the Customs entry as "not for use in telegraph or telephone lines.

The information as sent out for the guidance of customs officers will prove useful to the trade.

HIS Majesty, by and with the advice and consent of the Senate and House of Commons of Canada enacts as follows:—

1. This Act may be cited as *The Customs Tariff Act*, 1914.

2. Section 7 of *The Customs Tariff*, 1907, chapter 11 of the statutes of 1907, is repealed and the following is substituted therefor:—

"7. Goods imported into Canada, the product or manufacture of any foreign country which treats imports from Canada less favorably than those from other countries, may be made subject by order of the Governor in Council in the case of goods already dutiable to a surtax over and above the duties specified in Schedule A to this Act, and in the case of goods not dutiable to a rate of duty, not exceeding, in either case, twenty per centum ad valorem.

2. Goods the product or manufacture of any foreign country imported into Canada in vessels admitted to registration under the laws of such foreign country may, if such foreign country imposes higher duties of Customs upon goods imported into such country in vessels registered in Canada than upon the like goods when imported in vessels of such country, be made subject by order of the Governor in Council in the case of goods already dutiable to a surtax over and above the duties specified in Schedule A to this Act, and in the case of goods not dutiable to a rate of duty, not exceeding, in either case, twenty per centum ad valorem.

3. Within the limitations in this section hereinbefore prescribed any such goods may by such order in council be made subject to a surtax or rate, as the case may be, differing from the surtax or rate to which another class of goods may be thereby, or by any other such order, made subject.

4. The Governor in Council may make regulations for carrying out the purposes of this section and may by order in council suspend the surtax or rate in whole or in part from application to the goods of such foreign country or any class of such goods.

5. The decision of the Governor in Council shall be final on any question which may arise regarding the application of the surtax or rate imposed pursuant to this section."

DRAWBACK ON PIG IRON.

3. Section 10 of *The Customs Tariff*, 1907, chapter 11 of the Acts of 1907, is amended by adding thereto the following subsection:—

"2. If pig iron imported into Canada mixed with pig iron made in Canada has entered into the manufacture of mowing machines, reapers, harvesters, binders and attachments for binders, the drawback payable in pursuance of this section, under regulations by the Governor in Council, may be computed on the total quantity of pig iron, including pig iron made as aforesaid entering into such goods; Provided, however, that the total drawback payable shall not exceed ninety-nine per cent. of the duty paid on all the pig iron imported and used by the manufacturer of such goods in manufacturing such goods and other goods."

4. The Governor in Council may by order in council direct that there be substituted for tariff item 379 in Schedule A of *The Customs Tariff*, 1907, and the several rates of duties of Customs set opposite said item in Schedule A the following:—

Tariff Item.		British Preferential Tariff	Intermediate Tariff.	General Tariff.
		$ c.	$ c.	$ c.
379	—Rolled iron or steel angles, beams, channels, and other rolled shapes or sections, of iron or steel, not punched, drilled or further manufactured than rolled, weighing over one hundred and twenty pounds per lineal yard, n.o.p. not being square, flat, oval or round shapes and not being railway bars or rails ....per ton	2 00	3 00	3 00

2. From and after the publication of such order in council in *The Canada Gazette* tariff item 379 as it appears in said schedule at the time of the passing of this Act shall be repealed and the provisions of the said tariff item as it appears in the last preceding subsection of this section shall be substituted therefor.

3. The Governor in Council shall not direct that such provision shall be substituted as aforesaid unless and until the governor in Council is satisfied that rolled iron or steel angles, beams, channels and other rolled shapes or sections of iron or steel weighing one hundred and twenty pounds and less per lineal yard are manufactured in substantial quantities in Canada from steel made in Canada.

5. Schedule A to *The Customs Tariff*, 1907, as amended by chapter 15 of the Acts of 1913, and by orders in council is further amended by striking thereout tariff items:—113, 184, 208, 210a, 296, 306, 315, 361, 375, 398, 404, 410, 411, 445, 446a, 460, 471, 486, 542, 543, 545, 546, 575, 577, sections (*a*) and (*d*) of the orders in council dated 11th August, 1908, designated as items 717 and 720 of *The Customs Tariff*, the several enumerations of goods respectively, and the several rates of duties of Customs, if any, set opposite each of said items, and the following items, enumerations and rates of duties are inserted in said Schedule A:—

Item. Tariff.		British Preferential Tariff	Intermediate Tariff.	General Tariff.
157a	—Amyl alcohol or refined fusel oil, when imported by the Department of Inland Revenue or by a person licensed by the Minister of Inland Revenue, to be denatured for use in the manufacture of metal varnishes or lacquers, to be entered at ports prescribed by regulations of the Ministers of Customs and Inland Revenue, subject to the Inland Revenue Act and to the regulations of the Department of Inland Revenue.....	Free.	Free.	Free.
178a	—Provided that on the goods specified in item 178 and imported by mail on and after first day of July, 1914, duties may be paid by Customs Revenue stamps, under regulations by the Minister of Customs, at the rates specified in said item, except that on each separate package weighing not more than one ounce the duty shall be....each	1 cent.	1 cent.	1 cent.
208	—Boracic acid and borax in packages of not less than twenty-five pounds weight; hydro-fluosilicic acid; oxalic acid; tannic acid; ammonia, sulphate of; sal ammoniac and nitrate of ammonia; cyanide of potassium; cyanide of sodium and cyanogen bromide for reducing metals in mining operations; antimony salts, viz:—tartar emetic, chlorine and lactate (antimonine); arsenous oxide; oxide of cobalt; oxide of tin; bichloride of tin; tin crystals; oxide of copper; precipitate of copper; crude; sulphate of copper (blue vitrol); verdigris or subacetate of copper, dry; sulphate of iron (copperas); sulphate of zinc; chloride of zinc; sulphur and brimstone, crude or in roll or flour; cream of tartar, in crystals or argols; tartaric acid crystals; iodine, crude; bromine; phosphorous; sulphide of arsenic; carbon bisulphide	Free.	Free.	Free.
208a	—Chloride of lime and hypochloride of lime:—			
	1. When in packages of not less than twenty-five pounds weight each..... ....per one hundred pounds	10 cts.	15 cts.	15 cts.
	2. When in packages of less than twenty-five pounds weight each	17½ p.c.	25 p.c.	25 p.c.

Tariff Item.		British Preferential Tariff	Intermediate Tariff	General Tariff.
210a	—Caustic soda :— 1. When in packages of not less than twenty-five pounds weight each ..... per pound	1-5c.	3-10c.	3-10c.
	2. When in packages of less than twenty-five pounds weight each	17½ p.c.	25 p.c.	25 p.c.
296	—Flint, ground flint stones; felspar, fluorspar, magnesite; mica schist; cliff, chalk, china or Cornwall stone, ground or unground, refuse stone, not sawn, hammered or chiselled nor fit for flagstone, building stone or paving	Free.	Free.	Free.
315	—Carbons over three inches in circumference or outside measurement and not exceeding thirty-five inches in circumference or outside measurement.....	Free.	Free.	Free.
315a	—Carbon electrodes exceeding thirty-five inches in circumference or outside measurement	12½ p.c.	20 p.c.	20 p.c.
327a	—Silvered lenses for automobile lamps ..	10 p.c.	15 p.c.	15 p.c.
353a	—Aluminum leaf or foil	Free.	Free.	Free.
361	—Gold and silver leaf; Dutch or schlag metal leaf; brocade and bronze powders.....	15 %	27½ %	27½ %
375	—Iron in pigs, iron kentledge, and cast scrap iron; ferrosilicon containing not more than fifteen per cent. silicon; ferromanganese and spiegeleisen, containing not more than fifteen per cent. manganese ..... per ton	1 50	2 50	2 50
378a	—Galvanized rolled hoop iron or hoop steel, numbers twelve and thirteen gauge ..... per ton	$4.25	$7.00	$7.00
398	—Wrought or seamless iron or steel tubing plain or galvanized, threaded and coupled or not, over four inches in diameter, but not exceeding ten inches in diameter, n.o.p.	20 p.c.	30 p.c.	30 p.c.
398a	—Wrought or seamless iron or steel tubing, plain or galvanized, threaded and coupled or not, over ten inches in diameter, n.o.p.	10 p.c.	15 p.c.	15 p.c.
404	—Galvanized iron or steel wire, curved or not, numbers nine, twelve and thirteen gauge with variations from such gauges not exceeding four one-thousandths of an inch and not for use in telegraph or telephone lines .	Free.	Free.	Free.
410	—Coil chain, coil chain links including repair links, and chain shackles, of iron or steel, one and one-eighth of an inch in diameter and over	Free.	5 p.c.	5 p.c.
410a	—Coil chain, coil chain links including repair links, and chain shackles, of iron or steel, n.o.p.	15 p.c.	20 p.c.	20 p.c.
411	—Malleable sprocket chain, and link belting chain of steel, when imported by manufacturers of agricultural implements for use in the manufacture of such implements in their own factories.....	Free.	Free.	Free.
445	—Mowing machines, harvesters, self-binding or without binders, binding attachments, reapers, and complete parts thereof, not including shafting or malleable iron castings; also finished parts for repairs of the machines specified in this item	12½ %	12½ %	12½ %
445a	—Malleable iron castings when imported by manufacturers for use exclusively in their own factories in the manufacture of mowing machines, harvesters, binding attachments and reapers.	15%	17½ %	17½ %
446a	—Traction ditching machines (not being ploughs) adapted for tile drainage on farms, valued by retail at not more than three thousand dollars each, and complete parts thereof for repairs ...	Free.	Free.	Free.
453a	—Electric dental engines	15%	27½ %	27½ %
460	—Sundry articles of metal as follows, when for use exclusively in mining or metallurgical operations, viz.:— Diamond drills, not including the motive power; coal cutting machines, except percussion coal cutters, coal augers and rotary coal drills; coal heading machines; core drills; miners' safety lamps and parts thereof, also accessories for cleaning, filling and testing such lamps; electric or magnetic machines for separating or concentrating iron ores; furnaces for the smelting of copper, zinc and nickel ores; converting apparatus for metallurgical processes in metals; copper plates, plated or not; machinery for extraction of precious metals by the chlorination or cyanide processes; amalgam safes; automatic ore samplers; automatic feeders; retorts, mercury pumps; pyrometers; bullion furnaces; amalgam cleaners; blast furnace blowing engines; and integral parts of all machinery mentioned in this item	Free.	Free.	Free.
471	—Rolled round wire rods in the coil, of iron or steel, not over three-eighths of an inch in diameter, when imported by wire manufacturers for use in making wire in the coil in their own factories ..... per ton	$2 25	$3 50	$3 50
471a	—Rolled round rods in the coil, of iron or steel, whether annealed or cleaned, or not, when imported by manufacturers of chain in their own factories in the manufacture of chain .....per ton	$2 25	$3 50	$3 50
478a	—Iron or steel bands, strips or sheets, number fourteen gauge or thinner, coated, polished, or not, and rolled iron or steel sections, not being ordinary square, flat or round bars, when imported by manufacturers of saddlery hardware and hames for use exclusively in the manufacture of such articles in their own factories..	Free.	Free.	Free.
486	—Iron tubing, brass covered, not over three inches in diameter, and brass trimmings, not polished, lacquered or otherwise manufactured, when imported by manufacturers of iron or brass bedsteads for use exclusively in the manufacture of such articles in their own factories	Free.	Free.	Free.
494a	—Cork slabs, boards, planks and tiles produced from cork waste or granulated or ground cork	20 p.c.	30 p.c.	30 p.c.

2. Schedule B to *The Customs Tariff*, 1907, is amended by striking thereout tariff items 1017 and 1019, the several enumerations of goods respectively, and the several rates of drawback of Customs duties set opposite each of the said items, and the following items, enumerations, and rates of drawback of Customs duties are inserted in said Schedule B :—

Item No.	Goods.	When subject to Drawback.	Portion of duty (not including special duty or dumping duty) payable as Drawback.
1017	—Lapwelded tubing of iron or steel, not less than four inches in diameter, threaded and coupled or not.	When used in casing water, oil and natural gas wells, or for the transmission of natural gas under high pressure from gas wells to points of distribution	
1019	—Bituminous coal	When imported by proprietors of coke ovens and converted at their coke ovens into coke for use in the smelting of metals from ores and in the melting of metals.	50 per cent.
1021	—Rolled round wire rods in the coil, of iron or steel, not over three-eights of an inch in diameter.	When used in the manufacture of galvanized iron or steel, wire, curved or not, numbers nine, twelve and thirteen gauge, with variations from such gauges not exceeding four one-thousandths of an inch...	99 per cent.
1022	—Charcoal	When used for the smelting of metals from ores	99 per cent.
1023	—Rolled hexagon iron or steel bars.	When used in the manufacture of cold drawn or cold rolled iron or steel bars...	99 per cent.

COMMENCEMENT OF ACT.

6. This Act shall be held to have come into force on the seventh day of April, one thousand nine hundred and fourteen, and to apply and to have applied to all goods mentioned in the preceding section imported or taken out of warehouse for consumption on and after that day, and to have also applied to such goods previously imported for which no entry for consumption was made before that day.

Provided, however, that notwithstanding any increase in Customs duties under this Act, all goods actually purchased on or before the sixth day of April, one thousand nine hundred and fourteen, for importation into Canada, on evidence satisfactory to the Minister of Customs of the purchase having been so made, and all goods in warehouse in Canada on such day, if entered for duty after importation prior to the first day of July, one thousand nine hundred and fourteen, may be entered at the rate of duty in force on the said sixth day of April, one thousand nine hundred and fourteen.

Advertising Methods for the Retail Merchant

The Humble Dodger and the Small Catalogue, Supplemented by Service of the Broadest Description Offer Splendid Advantages —Close Attention to Detail.

Written for Hardware and Metal by R. P. Hawkyard, Advertising Manager H. S. Howland, Sons & Co.

THE time has passed when anyone has to be convinced of the value of advertising. It is now merely a question of how best to go about the task of setting one's wares before the public. Opinions differ on the question, but I am quite sure that a large part of the trade will agree with my ideas which are the result of a close study of and a first-hand acquaintance with the subject.

The city hardwareman occupies a slightly different position from that of his country cousin. His competition is quite likely to be keener. his customers more critical and harder to satisfy. As a result of such conditions, the stern necessity of extensive advertising is the more apparent. His ads must appear with the regularity of clockwork. They must be descriptive of the goods and impress the reader with the advantages that they offer him. Economy and utility are two catchwords that should never grew mouldy in the mouth of the wise advertising man. The small town and country dealer is less restricted. He can by the use of one or two papers reach the homes of practically every possible customer in his community.

But the humble dodger and the small catalogue, supplemented by service of the broadest description, offer advantages possessed by no other method, the best of which, particularly in the case of the former, is its comparative cheapness.

The result to be desired in advertising is that a certain man or firm, dealing in a certain article may so impress his goods upon the public mind that his name may become synonymous with that of the article in queston. He may even seek to create the demand for it in order that he may fill the same. In either case, no other method is quite so satisfactory as the well gotten up circular. The practice of this method should not be desultory and intermittent in its application. It should be most consistently and steadily applied, so that in the fullness of time the possible customers of that town or district know beyond peradventure that Smith is a hardware dealer, with a store on Main street, and that he promises good values and honest service, and last, but not least, sends out a weekly list of attractive hardware news with the regularity of a newspaper.

The first appearance of the little sheet may not create a stir. But it is there, and even though the Brown baby may chew it up or Johnny use it for cigarette paper, it has been brought to the family's notice and has not lived in vain. By the time that that family has been accustomed to receiving that humble journal regularly, it begins to look forward to the event and to discuss the bargains contained therein. There will be no mad rush. Smith need not ask for police protection to save him from hungry buyers. But there will be a constant and ever-growing association of Smith with hardware in people's minds, and the longer it goes, the stronger that association will become and the more people it will affect. If the advertising is continued with steady force, Smith or his heirs will be drawing dividends on that baby's lunch for many years to come.

But there must be system and intelligent co-operation of all departments to get adequate returns on the advertising outlay. It is not sufficient to merely peddle the circulars. They should be distributed—a vast difference. Better send out a high priced and gentlemanly clerk who will hand the little papers direct into the hands of some member of the household rather than to trust them to the tender mercies of some careless boy, who will consider his duty well done if he impales an occasional circular on an iron fence post or throws it on a lawn. The dodgers are cheap enough in all conscience, but if they are worthy of printing, they are worthy of delivery by an intelligent man, or by mail. They deserve a better fate than to be left lying around a warehouse or blown about a lawn.

Freak advertising is inadvisable, but catchy headlines that have a direct bearing on the question in hand can frequently be used to great advantage, the better to attract Brown's attention to the good copy below. However, we have only got that gentleman into the buying notion so far. The sale is yet to be made. It is at this point that the co-operation comes in. Brisk advertising and a later apathetic indifference to results make poor bedfellows. A smart window to greet Brown's eye as he approaches the door, a courteous and well-informed man to greet him as he steps inside a clean and well ventilated building, properly heated in winter and cooled in summer, form the successive links of the chain that has been forged to make a sale. What use to spend good money advertising, only to have Brown go away unsold and disgusted with some condition that he found to exist in the store? Better to have left him in a state of benighted ignorance, which, if it had known no good, at least knew no evil of the store. The lack of proper team work between the advertising and the selling end is a source of constant surprise to a close observer.

A close attention to detail all the way down the line is the only thing that will make the best of advertising a success. Witness the case last month of a man who is really one of the most progressive hardware merchants of Ontario. He got out two thousand splendid folders that were in line with his progressive ideas. They were labeled "Good Service" and dwelt upon the close attention he paid to a customer's wants, in the store, in delivery, etc. It was very catchy. But in order to save the printer's charge of two dollars for proper folding, he had it done in the store. The job was carelessly done, and took away from their otherwise neat appearance. Two weeks after the date of distribution several hundred of them were still on hand. They were simply dead waste. In spite of these errors, the circulars added materially to the sales. But at that, fifty per cent. efficiency was lost. Such things are distressing to any advertising man's heart. Here was a rattling good circular, well printed on good paper, attractively gotten up, with a careful description of priced articles, which was robbed of half its pulling value through lack of good distribution and a hard follow-up campaign.

Well gotten up catalogues run the dodgers a close race for first place on the advertisers' roll of honor. At one stroke, they rob the mail order business of half it's terrors.

I know of one case that occurred this spring that serves to illustrate this argument. A wide-awake dealer in a small country store got out one thousand 48-page catalogues that he mailed to his customers. To say that he is now an enthusiast on the subject would scarcely describe it. He plans to issue a larger one next spring. This man had the

nerve to spend one hundred and seventy-five dollars on what was to him an experiment.

Personally, I have found that the best results may be obtained by a combination of catalogue and dodger advertising. This is particularly true of country districts. The compilation of either should be strictly a one-man job, so that the advertising may be done on consistent lines. A systematic and sane campaign on such lines must lead to results that are too far-reaching to be tabulated.

Such is my own opinion, which naturally conforms to the policy of H. S. Howland, Sons & Company. Our own policy lies along the lines here described and I believe that our relation to the retailer corresponds to that of his relation to his customer. Believing in the catalogue as we do, we make a practice of sending out a monthly one popularly known as Howland's Bulletin, and in its pages display our wares by cuts and descriptive phrasing to our customers. In one sense of the word, we feel the attention to be a courtesy due them for their patronage and we are well rewarded for our efforts both by the increased trade that we receive and by the closer relations that grow up between us and our customers as a result of our progressiveness.

COST OF DOING BUSINESS.

AN INTERESTING angle on retail-price maintenance is given by Farm Implement News, which says, in a recent editorial, that many manufacturers, in fixing retail prices, fail to show a knowledge of or respect for the expenses of the retail distributer.

"One obstacle to the success of any plan which contemplates the fixing of retail prices by the manufacturer is the ignorance of many manufacturers concerning the dealer's cost of doing business. We refer to manufacturers in general and not to any one class. A friend of the writer, who is engaged in the drug business, recently was solicited to stock an article on which the manufacturer had set a retail price of 25 cents. The manufacturer himself solicited the business. He quoted the dealer a price of 20 cents, and when told that the cost of doing business was about 22 per cent., expressed great surprise. He thought it was ten per cent. or less.

"Merchants in other lines say that many of the trade-marked food products and other household goods are priced at figures which afford the dealers no profit. The highest margin in the list was 16 2-3 per cent., and the assertion was made that no dealer handling the classes of goods listed can do business at less than 17 per cent. Yet these goods are so well advertised that the public constantly calls for them. The dealer cannot obtain a higher price than the manufacturers have fixed, because the prices are printed on the packages.

"In view of the publicity given in recent years to the cost of doing business in the retail implement trade, one would be justified in expecting any implement manufacturer who wishes to dictate or suggest retail prices to select prices which would afford the dealer an adequate margin. Yet one implement concern which this year issued a retail price-list showed woeful ignorance on this point. For instance, a machine which is sold to dealers at $85 was priced to retail at $92; another for which the dealer was asked to pay $31 was priced at $34. In short, there was only one machine in the entire list which has been given a retail price affording more than 15 per cent. margin, and most of them afforded less than 15 per cent. With the cash discount deducted, the average margin on the lot was about 16 per cent., which is the average cost of doing business in the retail implement trade, taking it the country over. Thus the dealer, selling at the prices fixed by the manufacturer, would do business without profit, and unless he cashed his bills and sold for cash or its equivalent, he would lose money.

"While the average cost of doing business in the retail implement trade is about 16 per cent., prices fixed with a view to giving the dealer a margin to cover the cost and a profit would not be sufficiently high for those dealers whose cost of doing business is above the average, due to the peculiar conditions in their field of trade. Hence, the more we consider the whole pricing question, the stronger becomes the conviction that the only man capable of fixing the retail price is the dealer."



A well-balanced full page newspaper advertisement by Creeper & Griffin, Ltd., Owen Sound, Ont.

Inspection of Arsenate of Lead

Results Obtained by Analysis of 82 Samples

THE Inland Revenue Department has just issued a report upon 82 samples purchased as arsenate of lead in June, July and August of last year. The inspectors made purchases in the districts of Nova Scotia; New Brunswick, Quebec, Three Rivers, Montreal, Eastern Townships, Vallevfield, Ottawa, Kingston, Toronto, Hamilton, Vancouver, Windsor, Rocky Mountains, Victoria. The names of manufacturers included Canadian and American firms.

Results are judged in accordance with the following standards which were recommended and are incorporated into the fourth schedule to the Adulteration Act, by an amendment dated June 6, 1913.

STANDARDS.

Arsenate of Lead.

1. An insecticide, containing at least 48 per cent. of its weight of solids as a residue when dried to constant weight on the steam bath; and these solids must essentially consist of the pentoxide of arsenic in combination with the monoxide of lead. Water-soluble arsenic (expressed as the tri-oxide of arsenic) must not be present to more than one per cent. of the weight of the insecticide as sold.

2. Arsenate of lead shall be regarded as adulterated if any substance has been mixed or packed with it so as to reduce, lower or injuriously affect its quality or strength.

Results of Inspection.

The results obtained by analysis of the 82 samples now reported must be judged in accordance with the legal standards quoted.

The great majority of these samples are sold in the form of a paste, this being the form in which the article is most readily available for use as a spray. In order that the article may not dry out on the shelves of the dealer, it is usually put up in glass or tin containers, and hermetically sealed. Forty-one (41) samples of this collection were furnished to the analyst in the original container, and these are specified in the table. The remainder were furnished in glass bottles or in tins which had been filled by our inspectors from the larger packages of the dealer. Owing to the great difficulty of sampling a paste of this kind, some uncertainty attaches to the determination of the water content in these cases; and where the containers used by our inspectors have been imperfectly closed, more or less loss of moisture occurs during storage in the interval between collection and analysis. Indeed many of the samples, as packed by the manufacturer, showed clearly that loss of water had occurred through imperfect sealing. Some of these, put up in tin containers, showed the tin rusted quite through, and the contents dry. In spite of these imperfections, a sufficient number of samples, (more than 30) were received in such good condition as to justify the conclusion that, so far as contents of solid matter is concerned, the manufacturers of arsenate of lead endeavor to meet the requirements of the legal definition.

Water soluble arsenic varies considerably, but in no case does it reach anything like the permitted limit.

With regard to the content of arsenate of lead in arsenic acid and oxide of lead, which are the active ingredients of this insecticide, the following work reported by the New Jersey Experiment Station (Bulletin No. 222) is important. "Arsenate of Lead is prepared by the action of lead acetate or lead nitrate on di-sodium arsenate. Using pure chemicals the product prepared from the acetate contains theoretically 74.40 per cent. of oxide of lead and 25.60 per cent. of arsenic anhydride. At a conference of manufacturers and entomologists a standard agreed upon was that lead arsenate should contain not over 50 per cent. water, and not less than 12.5 per cent. arsenic anhydride. Fifteen samples of the commercial article gave the following results, calculated to a dry basis:—

Arsenic anhydride.....17.94 to 33.30%
Lead oxide .....62.48 to 70.63%

The great difference noted between theoretical composition and the composition of the manufactured article is due to the formation of basic salts whose amount and character vary with the method of manufacture, the mixtures of salts at different stages of the process determining (along with temperature and other conditions) the establishing of equilibria, which change with every change in the conditioning. It will be noted that the Canadian article, shows a greater uniformity and a nearer approximation to theoretic requirements than the samples analyzed at the New Jersey station.

Full information regarding the legal provisions governing the sale of arsenate of lead and other poisons usually sold by hardwaremen appeared on page 53, May 16 issue of Hardware and Metal.

CASH VS. CREDIT IN A COUNTRY TOWN.

(Continued from page 39.)

or less afraid of other merchants, particularly those who happen to be in the same line in the same town, learning too much about our business. Personally, I believe that nothing is more beneficial than the broadest kind of an exchange of information on business subjects; but for those who prefer otherwise, there is no necessity for them to disclose any important facts regarding their own business. The association may quite properly exist for the sole purpose of digging up credit facts pertaining to the customer and leave the facts of the merchant's business severely alone if he does not care to give out any information on that subject.

We cannot lose if we work together in this manner and we will eventually reach the desired end; viz., the inauguration of the cash system. Once this is done, I feel that all customers should be treated alike and that the wealthy man of irreproachable business habits should be required to pay cash just as well as his less fortunate brother. The man who has the money and is always willing to pay his bills never objects to a request for cash payment, and it will help soften the blow to the poor man and help to save his face if he knows that absolutely everyone is being treated in the same manner. By making this an ironclad rule, we can avert any possible danger of a return to a credit system. If we let the fence down in one place, it will soon be down all along the line. The only possible exception that I would make to this rule would be in the case of some man who had been very unfortunate in some manner over which he had no control, such as sickness, etc.

I am quite sure that the jobbers and their travelers would be only too pleased to assist in the dissemination of a cash doctrine and would help us in every way.

Speaking of jobbers, I think that they could confer a great benefit on us and cultivate goodwill for themselves if they would make a practice of quoting goods to us at a flat rate f.o.b. on the cars instead of giving us warehouse price that is commonly called an f.o.b. one. It is more or less of a nuisance to compile a cost book when every little order has to have small cartage costs, etc., added to it. The jobber knows beforehand just what the total cost will be to the merchants and might just as well have his price include these little extras.

These local credit associations that I have in mind can assist materially in taking care of such matters as the above, as their requests will meet with more attention than that of a single individual.

I should like very much to hear of and from those men who have instituted a cash business in their respective towns.

Fable of the Gink Who Wanted a Raise

BY FRANCIS GROVER HARRISON.

ONCE there was a clerk who wanted a Raise.

Not that the Species is Rare, but it has Unlimited possibilities.

Very Often, Late at Night, when he came home all tired out from Playing Billiards he could not sleep for thinking of how to get a Bigger Pay Envelope.

Somewhere he had read that to him that waits, all Things come.—

But if this Raise was on Its Way, it must have been Lost in Transit, for not even a Bill of Lading showed up.

So one Bright Day, he threw over the Crank, set the Motor working and got his Courage up to the point of asking for it.

Full of Bright Shining Hope he entered the Firm's Office. With Hope congealed into a Solid Mass of Ice he made his Exit.

To be Brutally Frank, there was Nothing Doing.

Of course, the Firm was unappreciative. They always are. But he would give them Something to be unappreciative of.

From that Date, there would be no more working his Head off, even though in its present condition that would have been an Easy Accomplishment.

So he sulked behind the Counter and did only what he was paid for. In fact he not only scraped the top of the Measure even, he shaved off a Bit More.

And then one morning as he listened to the Alarm Clock ringing for the Third Time, he had another Brilliant Idea.

The Way to get that Raise was to get in "Solid," he would do the Tammany Stunt and play a little Politics.

So he began making Friends with those who were Next. Private Secretaries to the Big Bosses were his Particular Meat.

Day after day he lunched with them, and blithely paid the Bills for the Games of Pool he tossed their Way.

Not only was This the Life; it was the Highroad to Success.

But strange to say somebody had strewn Broken Glass along the Highroad, and his Hot-Air Tires blew up with a Dull Moaning Thud.

Not only did the Private Secretaries fail to see any Connection between Playing Pool and using their Influence in his Favor; Influence itself was mostly not.

So one day he casually strolled into the Firm's Office and tried Method Number Three. He incidentally mentioned a Certain Mysterious Offer from a Firm out West at a Bigger Salary.

But of course, he would rather stay, provided the Salary matter was fixed up.

It was the Old, Old Gag, only he didn't know that Big Business had quit being held up in this Way about the time Dewey captured Manila.

And when they called his Bluff, he simply had to string along for want of a better Job to go to.

But he had still another Card up his sleeve.

He took to himself a Wife.

Ah, that was the Panacea. They could not fail to Come Across when they considered the High-Cost of Married Life and the Pitiful Pittance he was getting.

Unfortunately, they were as Blind to Cupid as they were to Real Ability, and the Raise still refused to be Shooed from its Hiding Place.

So he and Wifie had to Jog along on the same old Salary.

Now, if Johnny had put all the Energy into his work, that he did into thinking up Schemes, he would have had the Raise long, long before.

But it happened that Necessity was not only the Mother of Invention, she was the Step-Mother to Advancement.

So Johnny began to try the Only Course left open, Hard Work.

Of course you've guessed the Moral. He did a little More than he was paid for and Got Away with it.

Wrong Again! He began doing just what he was paid for Doing. But he did it so Darned Well that the Firm began to take notice.

And in a couple of Years Johnny and Mrs. Johnny moved into a Better Flat where John could get to Work Earlier, for it just did seem that the Days weren't long enough.

MORAL: Most Minds can think of but One Thing at a Time. Those that are filled with Self-Pity haven't much Room left for Concentrated Endeavor.

Bends and Offsets for Rectangular Pipe

Sheet Metal Problem Showing How to Make Bends and Offsets for Rectangular Pipe, Also the Regular End Joints.

Written for Hardware and Metal by E. Bronson.

THE problems which we will consider here are bends and offsets in connection with square or rectangular pipe, and also a couple of the regular end joints for same. In laying out an offset, the same or similar to the one shown in Fig. 1, the angle and height are, of course, to be governed by the conditions which are to be overcome in the course of putting up of pipe. Care should be taken to see that the center piece of pipe is of the correct width, and not narrowed down. In Fig. 2 we show an elbow for square pipe. This elbow, as shown, is square in the throat, while the back has been rounded off to a quarter circle in profile.

In Fig. 3 we show an elbow somewhat similar, but with both throat and back cut off on an angle, making it appear like a three-pieced elbow.

To mark out pattern for the offset in Fig. 1, it is first necessary to draw an elevation of the end or side of pipe with offset and height required.

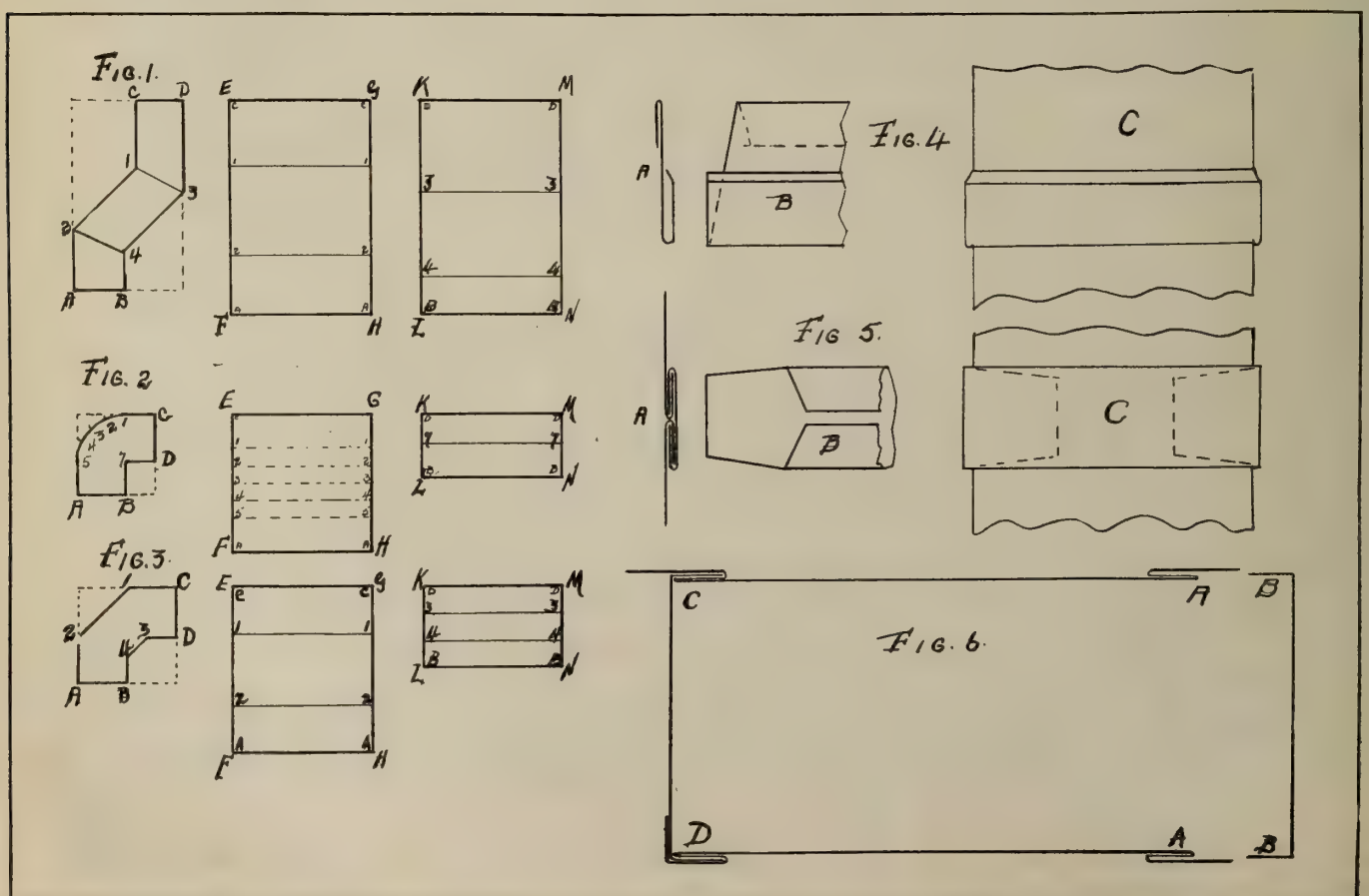
In Fig. 1 let A-B-C-D be the elevation of the one required. While this shows the end or narrow way of the pipe, the method is the same if the offset be on the width of the pipe.

Draw a line as E-F, from E-F draw G-H a distance away equal to the width of the pipe required. Draw a line square with E-F at, say, E-G. From E and G mark off a space equal to C-1 on elevation from point 1. This obtained, mark off a space equal to 1-2 on elevation; from 2 mark off a space equal to 2-A on elevation. Connect points A-A, completing pattern of side on line A-2-1-C. To obtain pattern of opposite side, draw two lines, as K-L and M-N, a distance apart equal to width of pipe required; draw a line square with K-L to, say, at K-M.; from K and M mark off a space equal to D-3 on elevation; from point 3 mark off a space equal to 3 to 4 on elevation; from 4 mark off a space equal to 4-B on elevation. Connect B-B, making pattern on line B-4-3-D of elevation complete. That the elevation is the pattern of the ends is, of course, understood.

In Fig. 2 divide the circular back of elbow into a number of equal parts, as shown by 1-2-3-4-5.

Draw two lines, as E-F and G-H, a distance apart equal to the width of the required pipe. Square from E-F, draw a line at, say, E-G from E and G; mark off a space equal to C-1 on the elevation. From this point 1 mark off the four spaces on rounded part of elbow, as shown by 2-3-4-5; from 5 mark off a distance equal to 5-A on the elevation. Connect points A-A, completing pattern of wide side on line B-C of elevation. Draw two lines, as K-L and M-N, a distance apart equal to width required; square from K-L; draw a line as, say, K-M; from K and M mark off a space equal to D-7 on elevation; from 7 mark off a distance equal to 7-B on elevation. Connect points B-B, completing pattern of wide side of pipe on line B-7-D of elevation.

The method of drawing pattern of elbow, shown in Fig. 3, is the same as described in Fig. 1. In each case the elevation is pattern of end, and the numbers and letters on drawings are the



same, so that the problem can be followed out.

In Fig. 4 is shown the cleat joint, which is usually used on square pipe.

At A is shown a section through the cleat. At B a part elevation of cleat shown the end cut to allow pipes to enter one another, and at C a section of pipe with a cleat joint.

In Fig. 5 is shown what might be called a locked jointed cleat. At A is shown a part section of one side of two pipes, with edges or folds turned back on the pipe, and the cleat in place over and locked into them. At B is shown a part elevation of a locked cleat with lays on end. At C is shown a section of pipe locked jointed with this cleat, dotted lines showing the lays under the ends of cleats.

In Fig. 6 is shown a joint used either on the corners of square pipes or elbows and angles, etc. At A is shown the double fold. At B the single fold or edge which fits into the double fold. At C is shown the single edge entered into the double fold, and at D the joint complete.

This style of lock is handy for large square pipe and for the elbows. In using this joint for elbows or offsets, the single edge at B is put on ends, as shown by A-B-C and D in elevations at Figs. 1, 2 and 3, and the double fold on the straight sections of the patterns.

AN UNAPPRECIATIVE HOUSE.

A hardwareman tells of an incident that throws an interesting side-light on the credit question. A clerk came to him in the office to inquire if they had a charge account for a Mr. Laidlaw. Upon investigation, no such account was found on the books. It then developed that the customer had given that name and had stated that he was an old customer, but unfortunately had forgotten to put any money in his pocket before leaving home, so that now, with the carbureter in his car gone wrong, he was helpless to replace it unless credit should be extended him.

The office man then went out in front to meet Mr. Laidlaw, who in the course of a few minutes established the fact that he had been a more or less irregular customer for years, and that he had always paid cash. Here, but for a lucky accident, the clerk would have refused a first-class customer a small credit charge simply because the store had never attempted to tabulate the names and addresses of their transient cash trade. If he had had an account standing on the books for a year, there could have been no question raised. That single item when brought to the attention of the head of that business resulted in a complete change of policy in this important respect.

HARDWARE LETTER BOX



Standard Plumbing Supples.

C. W. Clarke, Brechin, Ont.: "Will you kindly favor me with the address of firm making Standard Plumbing Supplies?

There are two firms manufacturing Standard goods. The Standard Sanitary Mfg. Co., Toronto; The Standard Ideal Co., Port Hope, Ont.—Editor.

Natural Gas Goods.

W. F. Sharp, Empress, Alta.: "Kindly give me address of firm making natural gas goods."

T. F. Bermingham, Hamilton, Ont.—Editor.

H. R. Ives Co.

J. K. Kennedy, Port Elgin, Ont.: "Kindly let me know where the firm of H. R. Ives is located now; also if I can get some stove patterns from them?"

This firm is now known as the Ives Modern Bedstead Co., Montreal, but they do not manufacture stoves, this branch of the business having been discontinued at the time of the reorganization of the firm. Steel & Radiation, Ltd., Toronto, we understand, have all their patterns.—Editor.

Little Fellows and Big

THE failure is an economic necessity—for it is the failures of the world who make possible its success. The men who are satisfied with their little ruts—who are content to let well enough alone are the men who contribute to the world's advancement by getting out of the way of the men with initiative—ideas—courage—imagination.

The draftsman—the student—the clerk who rises to a position of power—is not always endowed with a phenomenal intellect. He is usually an ordinary chap with enough ambition to carry him ahead. It is the indifference of the rut-runners and stand-patters whose lack of energy and desire throws open the doors to the big things for the man with the stamina to go after them.

The business man who remains small is the fellow who does not deserve to grow big. He has had every chance the big fellow has had. The manner of growth—the activities of the big enterprises are open books that he might profitably read. There are examples all around him—the big fellow's opportunities were no greater than his own—nor was he blessed with supernatural power.

The big fellows are big by consent of the small man who has all the while been sitting tight and cursing the insolence of the man who was stronger than himself, forgetting that the big man had only taken advantage of the forces that he could have utilized himself. Success plays no favorites. Her hands are clean of partiality and prejudice. She gives to him who dares to take. She raises the brave—crushes the weak.

Then why do some businesses stay small while their competitors are reaching out for bigger things?

I'll tell you—

Most men have more ambition than enterprise—more hope than hustle—more wish than work. They are looking for the big—heroic—ponderous thing to do. They ignore the simple little details that collectively make for greatness. They forget that the institutions that have buried their roots so deep in our social fabric did not spring into greatness over night. They forget that these institutions are the finished mass of an infinite amount of little things—many of which might seem trivial and unimportant.

Growth begins when the mind seeks a wider field. Bigness is not a mechanical process. It is a state of mind. It is will. The man who has reached a position of power in his particular field worked toward that position constantly. His ultimate goal existed in his mind long before it existed in fact and every move—every change in his plans were made with that goal definitely fixed in his mind.

To grow big—think big. And get busy before the other fellow acts big.—From "Things Technical" of Technical Supply Company, Scranton, Pa.

Junior Clerk's Page

THE SOLILOQUY OF A SHIRKER.*

By W. Livingston Larned.

I AM a "Shirker." I am to be found in almost every large business institution, just so long as there is human nature, ingratitude and flesh-and-bone frailty.

When I rise each morning, a dislike for what is to come that day possesses and aborts me. I curse the alarm clock and cast maledictions upon the head of Toil. In my laziness I revile the man of industry and sneer at ambition. Modern Business bores me. I work because I must work, not through love of it. With unwilling feet and bowed head, I slowly open my door and face the dawn. It is a rough road, dark, uninviting and leading me further into my own unworthiness.

For me there is none of the joy of Labor. The man at the desk next to me sings at his tasks. When he comes home to his wife at dusk, he is still singing. The echo of the whirling looms is in his heart. He finishes one task for the sheer eagerness of tackling another. I belittle him in my thoughts and slyly glance at him over my shoulder. The scheme of Life is all wrong. Why should he be so happy? Why should labor make him thus? Bah! He is a groveller in steel filings and ledger dust. Who cares for his trite paeons of industry? His code is snarled up in big interests. He is working for somebody else. He is a patriot of piffle.

Gives the Best to Himself.

If it were my business—Ah—that would be quite different. I have built myself a feeble, tottering ground-plan of selfishness. My "Boss" is my "Boss" only. Because he is my "Boss," must I give him the best there is in me? Not at all. I will save that for myself.

And I count the hours I give him as a miser counts his gold. Each precious, guarded minute trickles and sifts through my mental fingers. The very minutes clink on my desk before me. "One—two—three"—I count them as they pass. In another hour I shall be my own boss. And this is a bargain I have with my boss. It is an understanding between men. He is to give me just so much for just so many hours.

At the sound of the whistle our bargain has ceased for another day. I push the memory of him and my work hastily to one side. If I have done well this day, I have done well only for him. My salary is no greater than it was. I have had no honeyed words. There they stand, in mute, impassive mischevious rows—the ledgers and the time-books and the solemn-visaged copy of Bradstreets. They are milestones that have marked the weary course of my year's travel.

Others' Success an Irritant.

If this business is a success I am jealous. Perhaps, unconsciously, some vagrant spark of life in me illuminates what others have done to make it so. That my fellows have put their shoulders willingly to the wheel is an irritant. I might have done so, too. And if this business is a failure, I scurry from it, afraid, dragging my poor and shabby ideals after me. There is no sympathy, save my sympathy for myself.

I am sitting, now, this very moment, drumming the desk with my pen. Summer is in the air. The windows are wide and I can faintly distinguish the soft, muffled hum of the hot streets below. I want to be—somewhere—anywhere but here—where I am.

Things look stupid and sorry and drab to me. My nearest neighbor is bending over his desk, intent on his work. I wonder why he does it and how he finds his interest.

Work is made of poor skeins indeed. Its texture weaves no beautiful dreams. Someone has mentioned "The Sentiment of Toil." Rot! As I sum it up, it is only dollars and centiment. And it seems to me that six o'clock would never come.

All day long I shrewdly deceive myself. I have as many tasks as others, but each, in turn, I dwarf of its importance. My to-morrows teem with great deeds to be done; my to-days are congested with little nothings that I shall put off. I prefer to do what I am to do, when I am in the mood. And, somehow, that mood is never quite of the present. The sparkling white insigna of inspiration stays upon a perpetual horizon.

The One Who Is Fooled.

But I am fooling not alone my "Boss," I am fooling myself, too. Strange how easily I fall into this smooth, affable habit of making it easy for myself. We talk it over, myself and I. "You are doing quite enough; they'll never know," I say to myself, and, if my conscience pricks me and if, momentarily, a quick, sharp sense of impending disaster comes, I laugh, and smoke a cigarette in the hall and "forget it."

Oh, yes, I know those pretty conceits. My greater task is not the task laid down for me by set rule . . . it is the self-imposed "job." The doing of the "unexpected things" that were not obvious. My worth to my firm is my watchful waiting for opportunity. A still voice incessantly harps on that stupid theme . . . "It's easy to get men to do the obvious things. There are millions of men to work. . . We want the "thinker."

That's it—work—work—work. I'm sick of the mere mention of the word. And yet I occasionally catch the drift of my better self's murmured injunction. One more pat phrase to that last letter might have landed a new customer; one more sentence to the calling client might have increased an order, one more minute of earnest thought, might have evolved an economic method of procedure. I always stop just before I cross the line. It's lunch time or quitting time when I toe the line. I block my own path "after working hours." I stubbornly put on the brakes, because it's "too much trouble" to do more than is expected of me.

(Continued on page 53.)

* Reprinted from "Printers Ink."

Current Hardware News

Opening New Store.

Okotoks, Alta.—Ritchie & Allen are moving into their new store and will soon be ready for business.

Business Changes.

Galt, Ont. — R. Witherspoon has bought the hardware business of Hammil & Moore, who will continue in their implement business.

New Firms.

Walkerville, Ont.—Nelson Bros. have opened a new hardware store.

Lachine, P.Q.—The Metal Products Company, Limited, has registered here.

Montreal, P.Q.—Harry Hill has registered the Hill Motor and Machine Co. for auto repairs, etc.

New Company.

The Canadian David E. Kennedy, Ltd., has been organized for general building purposes and to carry on all branches of a contractor's business, as merchant, engineer, etc. The capital stock is $10,000, and the head office will be in Montreal.

Fire Losses.

Saskatoon, Sask. — The Saskatoon Wire Fence Works suffered two hundred and fifty dollars damage as the result of a small fire.

St. John's, Nfld.—In the early morning of June 17, fire destroyed the contents and did much damage to the building the Martin Hardware Company, Water Street East. The loss is estimated at $80,000, out of which $56,000 is covered by insurance, so that the firm stands to lose considerably. The Martin Hardwase Co. is an old and well-known firm. Despite the handicap caused by the fire, the company has taken over temporary premises a few doors east, and will continue doing business there until the work of restoring their former store has been completed.

Industrial.

Toronto, Ont.—The British American Hardware Manufacturing Co., of 298 East Queen Street, have taken out building permits for the construction of five attached brick stores and dwellings at a cost of fifteen thousand dollars.

Galt, Ont.—The Galt Wire and Ornamental Company has completed the construction of its plant and is now busy turning out orders. The new concern has for officers John Spaulding, junior, president and general manager, formerly of the Otis Fensom Elevator Company, and R. J. Spaulding, formerly of the Goldie-McCulloch and later of the Sherwin Williams traveling staff.

Regina, Sask.—The city of Regina has sold its warehouse to the Canadian International Light Co. for $22,000. The company will proceed to erect a factory here for the manufacture of kerosene and gasoline lamps and smoothing irons.

Ontario Incorporations.

The Interstate Electric Novelty Co., organized to manufacture and deal in all kinds of electrical novelties, appliances, machinery, etc. Capital, $40,000. Head office, Toronto.

The Galt Wire and Ornamental Wire Co., Ltd., organized to manufacture, buy, sell, and trade in architectural iron, wire and brass goods, etc. Capital, $40,000. Head office at Galt, Ont.

The Excelsior Electric Manufacturing Company, Ltd., organized to manufacture, buy, sell and deal in electric motors and electrical machinery of all kinds, and to take over by purchase as a going concern the Excelsior Electric Manufacturing Company. Capital to be $40,000, head office Toronto.

The Canadian Novelty and Supply Co., Ltd., organized to manufacture, buy, sell and deal in mouldings, etc., and in electric light fixtures, school supplies, ornaments and novelties for decorative purposes. Capital to be $60,000, head office Waterloo, Ont.

Personal.

Vancouver, B.C.—Mr. McLennon, Vancouver sales manager of The Steel Co. of Canada, is in Toronto.

Parry Sound, Ont.—Thos. Kerr, of the Aikenhead Hardware Co., of Toronto, is spending his vacation here with his parents.

Z. E. Martin, of the firm of Martin-Senour & Co., Montreal and Chicago, was in Montreal this week in consultation with W. H. Gerke, the Canadian manager. Mr. Martin, who is leaving for a trip to the Old Country, was introduced on the exchange of the Montreal Board of Trade by William H. Evans.

Toronto, Ont.—James F. Paton, manager of the paint firm of that name, celebrated his forty-first birthday on June 24.

F. S. Amidon, of the Trimont Manufacturing Co., Rocksbury, Mass.; Mr. Worcester, of the Worcester Wire Novelty Co., Canton, O.; L. J. Brim, of D. P. Harris Hardware Co., New York; and H. A. Allan, of Stevens-Hepner Co., Ltd., Port Elgin, were calling on the trade in Montreal this week.

A. E. Brooks, formerly with Wm. Stairs Son & Morrow, of Halifax, N.S., has joined the traveling staff of Frothingham & Workman, Montreal, and will represent them in the three Maritime provinces, taking the place of W. H. Crocker, who has left them to open a manufacturers' agency.

Friends of J. H. Aldstaetter, representative of the American Metal Polish Co., West Somerville, Mass., will regret to hear that he met with a serious accident in Montreal last week, and is now in the Western Hospital, Westmount, Que. Mr. Aldstaetter, it is stated, was standing on the rear platform of a street car and was thrown from the car as it rounded a sharp curve. He struck his head on the pavement and was rendered unconscious. He was hurried to the hospital, where his condition was regarded as very serious for several days, but it is now thought he has a good chance of recovery.

Western Notes.

St. James, Man.—The Cairns Heating & Building Co. has opened up for business.

Godfrey Darling, advertising manager of the G. F. Stephens Co., Winnipeg, attended the ad convention at Toronto this week.

Ramsey's, Ltd., department store, Edmonton, Alta., intend shortly to erect a new building in which there will be two new departments—jewelry and sporting goods.

Regina, Sask.—C. E. Chandler, of the Calgary branch of the Canadian Metal & Steel Range Company, of Oshawa, Ont., will be manager of the new Regina branch.

C. Moulding, Elgin, has sold his hardware business.

W. E. Warner has opened up in South Edmonton.

Elgin, Man.—C. Molding has disposed of his hardware business.

F. X. Brunell, who was burned out at Le Fleche, Sask., is re-opening.

Edmonton, Alta.—J. A. Warner has sold out to the Alberta Hdw. Co.

The Cairns Heating and Building Co. have started business at St. James, Man.

The Saskatoon Hardware Co., Saskatoon, have added a hotel equipment department.

W. A. Kemp, of the Kemp Mfg. Co., Toronto, was a recent visitor at Winnipeg.

Moore Park, Man.—J. Rutley has disposed of his hardware business to G. H. Leslie.

South Edmonton, Alta.—A new hardware store has been opened by W. E. Werner.

Star City, Sask.—It is reported that B A. Doucette has sold out his hardware store.

Ryley.—M. Richards has retired from the hardware firm of Richards, McNaughton & Co.

Moore Park, Man.—G. H. Leslie has succeeded Josiah Rutley in the latter's hardware store.

Clyde, Alta.—K. Olson is taking on a line of hardware and furniture in addition to his lumber business.

R. Frank Bevers, of the Bevers Bros. Hardware Co., Calgary, has gone to Hamilton, Ont., for a trip.

The McLaughlin Jobbing Hardware Co. have succeeded Grieve and McLaughlin at Tofield, Alta.

Toronto, Ont.—J. O. Darns, of the local staff of the McClary Mfg. Co., has returned to his duties from his vacation.

Bert Scott, one of the owners of the Northern Hardware Co., Edmonton, has gone to Waukesha, Wis., on a two months' trip.

J. L. Welshon, traveler in Western Canada for the Reading Hardware Co., has returned East after a trip of several months.

N. A. McGrattan, who was formerly in business at Kandahar, Sask., has moved to Winnipeg, where he has been appointed traveler for the Miller-Morse Hardware Co.

H. B. Byers, manager the Winnipeg retail store of the Ashdown Hardware Co., who has been ill for several months, has gone away to rest during the summer.

Regina, Sask.—The Premier Glass Co., Ltd., which is capitalized at three million dollars, will erect four plants in Canada besides that one at their present headquarters at St. Pierre aux Liens, Que. The first construction work will occur in Regina and later at Selkirk, Dunville and Calgary.

G. H. Sweet, who was recently appointed manager of the Miller-Morse Hardware Co.'s cutlery department, has resigned. His successor is A. Good.

Toronto, Ont.—Mr. Paget, of the Paget & Hay firm of hardware dealers of Agincourt, Ont., has been in the city on one of his weekly trips.

M. P. Barnes, North Manitoba, traveler for the Miller-Morse Hardware Co., has gone East to his home at Perth for a vacation.

Toronto, Ont.—Elton Emmett has taken the place of E. V. Jeffreys, of McClary's traveling staff pending the latter's recovery from a broken arm.

The Moore Head Hardware Co., Ltd., have been incorporated in Manitoba to conduct a hardware business at Moore Head, with capital stock of $5,000. H. Leslie and J. Rutley are interested.

C. S. Packard, sales manager of the Reading Hardware Co., Reading, Pa., passed through Winnipeg last week on his way West. On his return he will visit the East.

During a fire at Carbon, Alta., on Friday, June 19, a large amount of ammunition exploded in the Burnett's hardware store, the volley being heard for miles around. Six of the biggest business blocks were destroyed, and about $50,000 worth of damage done. Carbon is 60 miles north-east of Calgary.

British Columbia Items.

George Moore, of McLennan, McFeely & Co., has gone to Alberta to take up farming.

The B. C. Hardware Company, Victoria, has opened a branch in Victoria West.

Thos Hughes, Kitsilano, has moved into a new store, close to his former stand on Fourth Avenue, Vancouver.

L. C. Masson has opened a new general store at West Revelstoke, carrying hardware.

J. A. Parker has purchased the hardware stock of Thomas Fox, South Vancouver, and will carry on the business.

John McGlashan's hardware business, corner Tenth avenue and Trimble street, Vancouver, has been bought by Elmer Strong & Co.

Scott Williams, formerly with J. A. Flett, Ltd., Vancouver, is now in charge of the sporting goods department of the Drake Hardware Company, Victoria.

The Duncan Trading Company, which bought out Murchie & Duncan, at Duncan, Vancouver Island, will carry a full line of hardware. Duncan is one of the most prosperous districts of the province.

Alex. Smith, who has been assistant in the sales manager's department at McLennan, McFeely & Co.'s, has succeeded H. J. W. Brooks, as northern representative for the firm, with headquarters at Prince Rupert.

Bob Knight, of the road staff of McLennan, McFeely & Co., is an ardent lacrosse enthusiast, and figured in both games against the Calgary Chinooks.

The Simpson Hardware Company has opened a branch at Collingwood, five miles out toward New Westminster from Vancouver on the interurban line. Mr. Protheroe is in charge.

The interests of Mr. Hauser, of Hauser & Paine, Alberni, have been acquired by Mr. Paine, who will hereafter carry on the business. He has had extensive experience in the hardware business, having been with Schwabacker Hardware Company, Seattle, for many years.

A. E. Ducklow and T. E. Harrison have acquired the business of C. B. Fearney at Collingwood East. Mr. Harrison is an old resident of South Vancouver, while Mr. Ducklow comes from Grenfell, Sask., where he was manager of the hardware and furniture store of E. A. Walker & Sons.

Baseball is occupying the attention of several of the hardware men in Vancouver, the two big wholesale houses having teams in the Wholesale League. The Mc & Mc team have won their four games, one being with the gladiators from Wood, Vallance & Leggat's. The Mc. & Mc's also visited Powell river, where they took revenge for a defeat administered last year.

Hardware men who carry a line of sporting goods are interested in the gun club movement in the province, several clubs being formed with large memberships. Among the most recent are Sidney, Ganges Harbor, Hammond, Haney and Point Grey. Incidentally it might be mentioned that Bob Crawford, one of the well-known hardware men of New Westminster, is quite a crack shot. Out of 25 clay pigeons the other day he brought down three; but then, as Bob remarked, "Just look what fun it gave the boys."

Motor delivery equipment is becoming a feature with dealers in Vancouver and New Westminster, particularly. Perhaps one reason for this is the excellent streets, permanent pavement being very extensive, with Kingsway paved from Vancouver to New Westminster, and Granville street from Burrard Inlet to the Fraser River. The most important reason, though, is that business demands it. The latest to add a motor delivery are the Manitoba Hardware Co., Grandview, and the Kitsilano Hardware Company, Fourth Avenue, Vancouver. The Shore Hardware Co., Victoria, have also given the same evidence of prosperity.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Business in general has not shown much change during the week. The warm weather of the past few days has stimulated the demand for certain lines of summer goods, in several other lines there has been a noticeable falling off. The metal markets are still weak and buying is of a hand-to-mouth character. Retailers and wholesalers alike appear to be quite optimistic, but orders are lacking. Retailers are only buying goods in small quantities and as needed. Many wholesalers consider this a good policy and are not urging the retail trade to buy heavily. Very few price changes have taken place during the week.

MONTREAL.

MONTREAL, June 25. — With warmer weather repeat orders are being received for many lines of summer goods, and the volume of business generally is regarded as satisfactory. Trade from the farming districts is showing a steady improvement, and there has been quite a demand for haying tools and farm implements generally. Collections are reported fairly good, and the outlook is promising.

Woodenware.

There has been a general advance in the price of woodenware. Such lines as tubs, pails, etc., have advanced 5 per cent., and common clothes pins are marked up to 90 cents per box. They are reported very scarce at that price.

Fruit Time Supplies.

As the fruit season advances there is quite a marked demand for such lines as apple parers, cherry seeders and fruit presses, etc., also preserving kettles and similar lines.

Summer Goods.

Repeat orders for hose and lawn supplies have been heavy owing to the continued warm, dry weather. There has been quite a revival of the sale of hot weather lines, such as screen doors and windows, refrigerators, ice cream freezers, hammocks, etc.

Wire and Wire Goods.

The factories are finding it difficult to keep up with the orders for wire fencing this season. The sales have been exceptionally heavy all along, and there does not appear to be any immediate prospect of a let-up. Hay wire is selling well, and prices are unchanged from the list in current market report.

Nails and Screws.

There is a fair demand for nails at the prices quoted: $2.25 base, Montreal, for wire nails, and $2.50 base, Montreal, for cut nails. Screws are unchanged, as are also rivets and burrs.

Metals.

The metal markets are still weak, and there is practically no change from last report. Quotations are as follows: Tin, 37½c; sheet zinc, $6.75 in casks and $7 in small lots; lead, $5.10; antimony, $8.50; spelter, $6, and copper, $16. Ingot brass, red, is 14c lb.; ingot brass, yellow, 13c lb.; tinkers' bar solder is 28c; wire solder, 25½c; half-and-half, 24½c, and wiping solder, 20 to 30c.

Bar Iron.

There is a quiet market still on bar iron, and the quotation of $2.05 base, Montreal, has not been altered.

Lead and Lead Waste Pipe.

The demand for lead and lead waste pipe is about the average, and prices are maintained at the figures quoted for some time past; namely, 7½ cents for lead pipe and 9 cents for lead waste pipe, with discounts of 7½ per cent.

Stoves and Ranges.

The demand has been fairly active, and an improvement is expected shortly. A lot of apartment houses are under construction at the present time, and it is the practice to equip these with gas stoves at the expense of the landlord. This means generally the sale of about six to a dozen or more stoves for each building, and is a business worth catering for. These building operations also provide quite an active demand for radiators and hot water furnaces. Business in all these lines has been quite good, and there have also been some good orders for oil stoves, especially for country houses. The outlook for fall is regarded as very promising.

Rope, Twine, etc.

Binder twine is selling well now, and there has been a good demand for cordage of all kinds. Prices are as follows: Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are: Best Manila, 650 feet to pound, 13½c; Manila, 600 ft., 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

TORONTO.

Toronto, June 25.—Business in general shows a decrease from last week, a fact that is largely due to the season, coming as it does after the spring and before the fall orders. Cordage shows the most strength of any one line at present. The heavy rain of last Friday extending as it did from Kingston to Windsor, had a very good effect upon things in general, as the rain was needed in most districts to insure good crops this fall. The recent cool weather affected summer goods less than might have been expected.

Metals.

Metals are quiet and demand is slow. There have been no changes other than a drop in half and half solder, which is now 23c per lb. Tin holds its late advance to 33½c. Lead and copper are both firm at $5.15 and 15c respectively. Spelter is still $2.50. Buying is of a hand to mouth order. Other prices are as follows:—Antimony, 8¾c to 9c lb.; zinc, 5½c per lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 23c lb.; pattern aluminum, 22c to 24c; ingot aluminum, 18½c to 19½c lb.; acme solder, 19½c lb; easy wiping solder, 20½c lb.; star extra, 21¾c lb.; wire solder, 26c lb.; tinkers' bar solder, 27c lb.; lead wool, 8c lb.

Nails, Screws and Rivets.

Thees lines are quiet, nails particularly so as a result of heavy orders at the old price and the fact that a large part of the wood work in new buildings has been completed. Wire nails at 2.25

base and cut at 2.70 are still the ruling prices.

Manufacturers are merely marking time and like Micawber, are waiting for something to turn up in the nail market. In spite of their dissatisfaction there is no present talk of a change.

Screws are as per current market quotations. Rivets and burrs are still 35 and 12½ off.

Rope, Twine, Etc.

Cordage lines are looking up with the coming of the harvest season and other causes so that they are now the leaders in local hardware sales. Hay fork rope and binder twine are probably in best demand. Campers' tents are also going very well. The popular size of 10 x 12½ x 7 x 3 sells at $14, with 15 per cent. off., and other sizes in proportion. Pure manilla rope is still 15c base, British 11c, African hemp 11c, base, and Sisal 10½c base.

Stoves.

Stoves have shown a greater slackening than any single line in the past week. The arrival of summer and the late cool weather has lessened the demand for gas and oil stoves to a great extent. These lines are peculiarly susceptible to changes of temperature at any season. The big demand in stoves is now over until fall. More gas ranges have been sold here this spring than ever before.

Summer Goods

Summer goods have not suffered nearly as much as might have been expected as a result of the late cool weather. Apparently, people have bought on the assumption that the articles would be needed soon at any rate. Hay forks, scythes and other harvest goods are the leaders in these goods. Freezers and refrigerators have sold very well despite the weather and the latter in particular have sold very well this year. The weather bureau's prediction of good weather in the near future should materially assist all of these lines.

Cement, Fire Brick, Etc.

Demand is fair in these lines and prices are unchanged as per current market quotations. Cement is $1.85 for less than carload lots.

Iron, Pipe, Etc.

These lines are in fair demand but unchanged except for a 10c reduction in Queen's Head galvanized iron, which is now 4.25 base in case lots. Other current prices are as per current quotations.

LONDON.

LONDON, Ont. — The return of warm weather has stimulated business here considerably. During the col spell there was a noticeable decrease in sales especially with the retail men.

The jobbers have been shipping large quantities of binder twine and hay-fork tape during the past week.

Binder twine is quoted as follows:—

650 ft.	13½c per lb.
600 ft.	11c per lb.
550 ft.	9¾c per lb.
500 ft.	9¼c per lb.

Rope quotations remain unchanged and are:—

Pure manila	15c lb. base
British manila	11c lb. base
African hemp	11c lb. base
Sisal	10½c lb. base
Deep sea line	18½c lb. base
Cotton	25c lb. base

Turpentine has advanced again making present price:—

1 bbl.	70c per Imp. gal.
2 to 4 bbls.	69c per Imp. gal.
5-gal lots	77c per Imp. gal.

Linseed oil quotations remain the same as last week.

A good demand is noticeable for scythes and snaths, the latter are quoted as follows:—

No. 3 patent	$7.35 doz.
No. 2 patent	7.70 doz.
No. 1 patent	8.40 doz.
Brush	8.40 doz.

Builders' Supplies.

There is a very fair demand for glass at present. Single diamond in case lots is quoted at 20 per cent. and double diamond at 25 per cent. Single lights are quoted at 40 and 10 per cent. Wire nails are still quoted at $2.25 base. Cut nails remain at $2.70 base. Other lines of builders' materials are in fair demand.

WINNIPEG.

WINNIPEG, June 25.—Jobbers report sales so far this month equal to those of the corresponding month of former years, despite the fact that merchants continue to buy from hand to mouth, deferring placing their big orders until the crop is more fully assured. While news concerning the crop continues to be favorable, they vary somewhat, and it is known that there are still some areas waiting for rain.

The conservative policy in buying referred to above is one that appeals to the wholesalers as the wisest course. However, they are making every effort to have their customers specify for thresher needs next month, feeling that with the prospects so good, there will be a rush during July which will not admit of delay in buying.

Barb Wire Shortage.

A shortage of barb wire has been troubling merchants and jobbers in the West for some time, but this should be remedied within the next few days, as a large tonnage is now afloat somewhere between Cleveland and the head of the lakes. Orders are expected to be filled up within the next ten days.

Requests are still coming in for barbed wire, and business in this line this year has been ahead of what was anticipated. Woven fencing continues to move freely, and some poultry netting, although the season is nearly over.

No Change in Nails.

No change has yet taken place in the price of nails for the West, the price set by the manufacturers not being acceptable to the jobbers, and will need some adjusting. The mail order houses are selling nails so cheap, it is difficult for jobbers to raise the price in fairness to customers, though the manufacturers have already raised their price. The question will naturally be asked by the merchants, "Where do the mail-order houses buy their nails?" Winnipeg jobbers profess they do not know where nails can be bought so cheap as to enable them to compete so successfully with the merchant. It is believed that jobbers will hold down the price until this difficulty is overcome, and it will not be long. The demand for nails is only fair.

This severe mail-order competition has had the effect of changing the price of other goods carried by hardwaremen, including wrenches, bar iron, and crow bars. Complaints were made by retailers about the price at which mail-order houses were selling these lines.

Bale Ties Wanted.

Orders are coming in very nicely for thresher supplies, harvest tools, and binder whips. There will be a big demand for bale ties for the approaching harvest. It looks as though there will be a big hay crop, especially in Alberta, which always means a big demand for bale ties.

Solder Down Again.

Solder is down again, this time to 25 cents. This is the second drop inside of two weeks, and is due to weakness in the tin market. Ingot tin eased down ½-cent last week, and it is generally felt that this is the bottom. Sheet tin is said to be remaining fairly steady.

The representative of a local sheet metal house reports business better during the past week than it has been for six months, in all lines of sheet metals. Orders were keeping him pretty busy when Hardware and Metal's representative called, good-sized orders, too, from Winnipeg, and as far west as Calgary.

Canada Plates Selling.

Prices of sheet metals have been easy up to the present, but general indications are that a stiffening is due. Retailers' stocks are down, and it seems now as though they want to buy in a hurry. Owing to the opening up of the

fall trade, there is an exceptional demand for Canada plates.

Just now there is a good demand for grass scythes, quoted at $6 to $7.50, with only a fair demand for brush scythes in the West. Mounted grindstones with steel frame are moving freely, and quite a number with treadle attachment are selling. Mounted grindstones are quoted at $4.50 to the retailer. The old-fashioned stones, which used to be shipped to the West in car-load lots, are now sold in limited quantities.

Builders' Hardware.

J. L. Welshon, representing the Reading Hardware Co., Reading, Pa., has returned to Winnipeg following his periodic trip through Western Canada. He states that the smaller speculative builder is out of the field, and consequently small houses are very few. This is having a damaging effect on the demand for builders' hardware.

He states that Dominion and provincial work, such as court houses, police barracks, schools, etc., are more plentiful than they were last year. He gives Edmonton credit for being first in Western Canada for the number of business blocks being erected.

The Winnipeg Paint and Glass Co. find things good in the city for builders' hardware, as quite a number of small houses and blocks are being erected, which means more for the hardware man than if a number of large structures were being put up. This condition, however, is not so favorable to the dealer in plumbers' supplies, the business in houses being less than for large blocks. The above concern state that their business has shown an increase every month this year over last.

E. L. Sauder, manager of the Winnipeg Paint and Glass Co., has just returned from a trip to Swift Current, Edmonton, Calgary and Saskatoon, in which cities the firm has branches. He states that at Swift Current things are going ahead splendidly, the building including two schools and a court house. He found little building going on in Calgary, but noticed quite a lot of business in Edmonton in paints, glass and supplies.

Brisk Paint Business.

Paint firms have done a fairly good business during the last two months in paint. Owing to retailers not ordering in the spring, their sorting orders were better than usual. About 100 per cent. of the houses for which permits have been issued in Winnipeg are going up, but the same cannot be said of apartment and business blocks.

Two important lines added to Winnipeg quotations this week are plain wire, $2.90 base, and bale ties, 14 gauge, single loop, $3.65 Winnipeg, and $3.25 Fort William.

Furniture.

Furniture is an important factor in the hardware business, but only in the smaller towns and villages. Refrigerators and stoves are akin to furniture, and where there is an opportunity, the merchant goes in for the full line, making a furniture section in his store. It is surprising the lines into which country hardware merchants are branching. Hail insurance finds favor with many, while undertaking establishments are gradually becoming synonymous with hardware stores.

That the hardware dealer has little chance with furniture beyond refrigerators and stoves in the larger cities is shown by the action of Allaire and Bleau, old-established hardwaremen in St. Boniface, Man. While they have been making a profit of 40 to 50 per cent. on furniture, they have found it necessary to dispose of that end of the business, claiming their inability to compete with the large department and furniture stores of Winnipeg. Their hardware business is growing to such an extent they will require the space taken up by furniture for new stock.

AGGRESSIVE METHODS THAT CREATE SALES

(Continued from page 38.)

purposes. It is of simple construction and is not at all flashy in appearance, but it shows the goods off to advantage. It is made out of ordinary window glass that is always kept well polished inside and out, that is set in a frame of ash that I had turned out in a nice pattern at the planing mill. The total cost was just four dollars and it serves my purpose splendidly.

I am very enthusiastic about this line and the manner in which my sales are growing in it. It grows even faster than the number of autos in town does, owing to visiting cars dropping in here for needed repairs. There are seventeen cars in town now, and what with the natural increase that will occur every year, I am quite certain that my auto accessories will prove to be in time one of my most valuable lines.

NEW METHODS AND OLD GOODS.

Instead of cutting prices and demoralizing trade conditions and weakening the sales confidence of the staff, why not take the bull by the horns and make a leader of old goods. Try the sunlight of the window instead of the dust of the shelves. A new and effective combination of old goods will unload them as quickly and to infinitely greater satisfaction than a mark-down in price.

THE SOLILOQUY OF A SHIRKER.

(Continued from page 50.)

And how I sympathize with myself. I am always injured. My saving grace is my plausibility of speech. I am the living, vitalized embodiment of "excuse." It is nearly always: "I will do a thing" rather than "I have done it." If you do not know me very well, you will not see my lying laziness through the smiling and bland innocence of my frank face. I have mastered the very fine art of appearing busy. But even I know, only too well, that a man's brain must be in league with his moving hand, otherwise the better half of him is loafing.

What Shall the Shirker Do?

Shall I give my heart and my hopes and my ambitions and my vital energy to my firm? Shall I, at office or at home, in street or in bed, keep everlastingly at it in the matter of perfecting my own little strategic environment of business? Shall I look in the dark corners and unlikely places for ideas that shall advance, first, my firm and, then, indirectly, me? Shall I come home nights bright-eyed, buoyant of spirits, animated, happy, pleased with the progress of every unit, and rise with greater hopes and ambitions for a greater day? Shall I show in my very manner and my habits and my sunny optimism, that I like what I am paid to do? Shall I sing at my labor, as my desk-mate does, and make pleasant play of work because there is true affection in the doing? Shall I build for the brilliant future and, privileged to look at ledgers, congratulate the very gods that success and fair profits shall come to my firm? Shall I see each ruled page gay with promise and rich in effort? Shall I carry into my home and to my wife and children a reflection of a sublime peace and joy? Shall all the work know I have cuddled up to my job and liked and loved and encouraged it, and shall it be as much a part of me as my very thoughts, day and night?

Or shall I sit here, idly drumming my desk; cold, phlegmatic, unsympathetic, selfish; nagged by my little duties and dwarfed by the terror of the time-clock?

Shall I find my poor ambition only in dodging responsibility? Shall the rows of desks and the simple rooms and the machinery of trade stalk past in my dreams, as dreaded ghosts of the inevitable?

It is not truly I, thus bowed, a listless figure, o'er my task. It is the mere temporary shell of me, misdirected, sick, diseased, gone astray from the only thing in life worth while where noble men congregate—honest labor. Very soon I will sing as I work, as my neighbor does, and the song shall consecrate me. For when we like to do a thing, we do it as well as it is in us to do it.

A Composite's New Dresses for Old Ideas

A Live Wire's Adoption of Other's Ideas—Novel Ideas in Paint Selling—Practical Window Trims—New Sources of Sales Opened Up By Revision of Old Methods.

Hardware and Metal has, at considerable expense, obtained the inside histories of a large number of very successful summer paint campaigns that have been carried out during the past year by a representative group of hardwaremen scattered from Halifax to Vancouver. The very pick of the winning methods of the most successful of them are set forth in the following article as having been those of a mythical Dan McAvery, who is a composite characterization of them all.

DAN McAVERY faced that Summer with the record of the best spring sales of paints and accessories that he had ever experienced; but with it, the further knowledge of a dropping sales list.

Conditions had been far from good in business circles generally for some time past and the hardware trade had suffered with the other lines; but as a result of a nation-wide "Clean Up and Paint Up" campaign, the paint line had more than held its own, and in fact, had sold much better than other hardware lines.

"How to check the mysterious daily decrease in his sales and cause the difference to be of a positive rather than of a negative nature?"

Where to get new selling ideas? What was to be done to offset the present losses? Those were the questions.

As is quite often the case, his answer came quite by accident at a time, when, without quite having given up hope, he was nevertheless, blindly grouping about, so to speak, for some riddle to the enigma.

It was quite late at night but he had returned to the store after supper in the vague hope that the old familiar environment would assist his balky mind in its task. He was idly turning over the pages of an old issue of his favorite trade journal when his eye was caught by the picture of a snappy paint window that accompanied an article on paint selling. His chair came down with a whack as he settled over his desk, deep in the perusal of the article, and from that to other trade journal articles of ancient vintage.

The next day he proceeded with the initial steps of his trade-getting campaign.

He first began his private "Clean Up and Paint Up" campaign on his advertising literature. He ordered one thousand eight by twelve inch circulars of a high grade of paper. The leading feature of the circular was a nice half tone reproduction of his store interior with himself and clerks at their posts. Above the picture he placed his firm name and nothing else; underneath, in large print, the two italicasized words "Honest Service." Some time before, his enterprising trade weekly had supplied him with some cheap but serviceable electros of the principal items of his stock. He made a requisition on these and ran neat cuts of them, with a brief description and the price of each attached, under the store picture. These he distributed in the usual manner by mail, accompanying each with a personal letter, particularly so in the case of the farmers whom he could not depend upon seeing regularly.

In the weekly newspaper he ran a picture of the best window trim that he had ever had; over it again, his firm name, under it the words "We Sell With An Eye To Your Future Trade," and under that, cuts not previously shown in the circular.

He had used the cuts once before on the occasion of the sending out of his initial catalogue that spring at which time the innovation had greatly helped his sales. He felt that he need not seek to change the form of the catalogue so soon, but by showing the most impressive cuts of the most widely used articles, both in the circular and newspaper, he felt sure that he could renew the original interest in them.

His next step was to buy a small kodak, which transaction he accomplished by trading paint to the local photographer, who was the owner of some musty looking buildings. He was careful to get one that had a good lens and that was famous as an engineer's kodak owing to the exactness with which it produced the detail of its subjects.

By the time the paper was out the next week, he was able to run an entirely new feature. This consisted of the firm name again at the top; but instead of the picture of the store and cuts of paint cans and accessories, he ran a picture of a weather-beaten barn belonging to a near-by farmer, and labelled it "Then." Side by side with it was the scarcely recognizable picture of the now painted building, labelled "Now." Underneath the first was a facsmile copy of the owner's original order for the paint and under the second was one of a testimonial letter from the same individual, testifying to the benefits accruing to him as a result of the painting and speaking in glowing terms of the brand of paint that McAneny handled. He changed that ad. every week, showing pictures of other near-by barns, houses, boats, etc., that had been renovated by the use of his paint. In addition to this, whenever the weather reports indicated good weather ahead, he featured that fact strongly by quoting verbatim the essential facts of the latest report and under the quotation would run some original and catchy underlining that pointed out the value of painting while the good weather lasted. One such slogan that made a hit, ran thus, "Now is your chance to get even with the weather man." He sent out form letters dwelling upon the essential knowledge of facts that are necessary to the amateur painter, such as the thickness of coats, the number of them, the removal of old paint, etc., and emphasizing the economic value of a coat of paint. He also agreed to loan step-ladders for small painting jobs.

He centered his work strongly on his windows and made them very distinctive in the effort to make each display convey its own individual message. He sought simplicity of effect and carefully avoided overcrowding, for he found that a few cans of paint or other articles served as well as a hundred of them if some useful and practical point was demonstrated. For instance, he showed one section of a board fence of his own that had received a yearly coat of paint for five years. It was in first-class condition, straight and clean and the nails were still sound. On the other side of the window was a section of a fence of the same quality of lumber that had been built at the same time as his own. The boards were warped and weatherbeaten and in places had pulled loose from the connecting scantling. The nails were badly rusted and in many cases the heads had fallen off. They were placed before a background of wall board and cheese cloth and in front of them was the single word "Which" constructed out of cans of paint brushes, etc. Tacked to each piece of fence was a small placard that gave its history.

Another window consisted of a display an excellent piece of clap-board painting that was labelled "Quality:" opposite it was another piece of the same material that had been covered with an inferior paint; this was labeled "Cheapness." The first example brought out in strong relief the superior

(Continued on page 58.)

"CHALCO"

A PAINT AND VARNISH REMOVER THAT'S 20% MORE EFFICIENT THAN OTHERS YET COSTS NO MORE

To Retailers, Jobbers and Manufacturers:

We are now able to offer in "Chalco" a Paint and Varnish Remover of unusual merit.

It's 20% more efficient than others.

TRADE CHALCO MARK

The Paint and Varnish Remover

"We pay no royalties to put on your bill."

Write for Proposition

"Chalco" is positively different and positively superior—it leaves the surface better for refinishing than any other product we've tested.

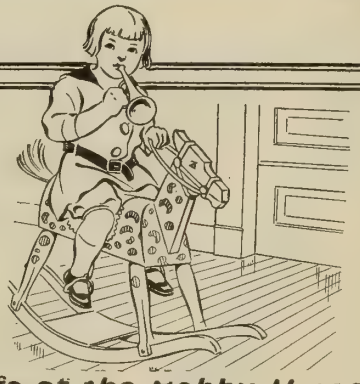
It does not injure the hands.

MANUFACTURED IN CANADA BY MARTIN-SENOUR CO., LIMITED
IN THE UNITED STATES BY THE H. B. CHALMERS CO., SCHENECTADY, N.Y.



The Tramp of Many Feet

BERRY BROTHERS' CELEBRATED TRADE MARK BRILLIANT DURABLE UNEXCELLED VARNISHES



The Hoofs of the Hobby Horse

The Varnish You Sell Should Stand These Tests

Varnish that resists the hard wear and tear of constant use is the kind of varnish that makes satisfied customers. Liquid Granite and other Berry Brothers' Varnishes have given over half a century's satisfaction to users. Their rich tone and wonderful wear-resisting qualities have demonstrated their superiority in the most pretentious homes, the largest skyscrapers and the finest public buildings throughout the country.

Liquid Granite

On floors finished with Liquid Granite, children may play to their heart's content, heavy furniture may be moved from one room to the other, an army of feet may tramp every day without marring the tough, elastic surface. Liquid Granite floors are easily kept clean, scrubbing with soap and water does not affect them.

If you do not sell Berry Bros.' products, investigate our plan of co-operation with progressive dealers.

Established 1858
Walkerville, Ont.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Branches in principal cities of the world.

Weekly Market Report---Paints

MONTREAL.

MONTREAL, June 25.—Firm markets in turpentine, oils and white lead, are the feature of the paint markets at the present time. Business continues good and in some instances it is stated that the volume of sales are ahead of last year while in other cases it is said to be up to a year ago. Collections might be better than they are but there is not as much complaint on this score as there was awhile ago. Retailers, both in the city and country districts report business good and this is borne out by the orders being sent in to the jobbers.

Turpentine.

The market in turpentine has been fluctuating somewhat of late in the primary market but locally the market continues firm. Some of the jobbers are of the opinion that prices will go no higher; that they have about reached the limit. It is worth noting that the present quotation is ten cents higher than at this time last year. The price has been advanced one cent per gallon since last week and quotations now are:

1 barrel ..... 67 c per gal
5 barrels ..... 66c per gal.

Five-gallon packages, 5 cents advance; packages extra; terms net.

Linseed Oil.

For both raw and boiled oil the market is very very firm and there seems every indication that higher prices will soon be announced. Reports received here are that the acreage sown in flax this year is considerably below that of a year ago, and it is felt that under the circumstances prices will surely advance. Quotations remain as at last report:

Raw Linseed—
1 to 4 barrels ..... 61c per gal.
5 to 9 barrels ..... 60c per gal.
Boiled Linseed—
1 to 4 barrels ..... 64c per gal.
5 to 9 barrels ..... 63c per gal.

Resin.

Resin has advanced 15c in the finer grades. Water white is now selling at from 7.50 to 8.00 per 280-bbl. The inferior grades have dropped 15c. G is now selling at from 5.56 to 6.00. The better grade is very firm, whilst the other is rather weak.

White Lead.

A very firm market is reported on white lead. There has been an advance in dry lead, but local quotations are not yet affected. Prices quoted for white lead remain at $8.05 for ton lots and $8.25 for less than ton lots.

Gasoline and Benzine.

There has been a little falling off in the sales of gasoline and benzine during the past week or two, but business is still very good. Prices are the same as last report except for a half-cent reduction in the price of gasoline for tank wagon lots of 100 gallons. Quotations are:

Barrels, in wood .....21c gal.
In steel and drums .....18c gal.
Tank wagon (100 gals.) .....17c gal.

Benzine is quoted at 20c per gallon in single barrels.

TORONTO.

Toronto, June 25.—Paint lines are still in fair demand but have fallen off considerably in the past week. The showery weather of late in this vicinity may have helped to create this condition. There has been no changes. Turpentine is still quite stiff, and oil shows no signs of falling off. White lead shows activity but no direct raise as yet. Glass and paris green are probably the poorest selling lines.

Turpentine.

Ruling price in turpentine is still very firm at 70c, and that price is still shaded in some quarters. Ordinarily, this staple is low instead of on the advance at this season of the year, but the curtailment of production by the producing association has reversed the usual order of affairs. The convention at Savannah last fall took the matter of past over-production up and arranged for a better control of the market. The present high price is quite likely to hold throughout the summer with a strong probability of an advance. If a sudden demand should spring up a pinch in turpentine would likely result. The June stocks in Savannah of the past four years inclusive were as follows:—1911, 20,000 bbls.; 1912, 31,000; 1913, 26,000; 1914, 16,000. It can readily be seen by the above that stocks have been greatly reduced. The demand has fallen off with that of paint

Linseed Oil.

Oil is still firm at 63 and 66c. Flaxseed in Winnipeg is up to 1.37, and very firm at that. Demand has been less this past week. Authorative estimates of flax acreage now give a decrease of 17 per cent. in Canada, and 15 per cent. in the States. The weather has been very propitious for the crop to date.

The loss in acreage may be attributed to a smaller acreage of raw land broken this spring added to the fact that this spring has been favorable for the planting of wheat. No accurate reports are out on Argentine prospects but in any event, owing to the inferior quality of that country's flax seed, Canada and U.S. must depend largely upon their own crops to regulate prices.

Gasoline and Benzine.

These lines have followed gas and oil ranges in lessened demand the past week. Prices remain at where they dropped to last week, 20c a gallon for gasoline, and 19c for benzine.

White Lead, Paris Green, Etc.

White lead is unchanged in price as per current market quotations, but no booking at present prices is accepted for later than Aug. 1st. There has been an advance on dry white lead to the grinders, but the effect of same has not been felt locally as yet.

Paris green is still in poor demand at 11¼, 17½ and 19c per 100-lb. drum, according to quality desired. The cold weather appears to have held the bugs off the fruit this year. Arsenate of lead is still 9.75 per 100-lb. keg, and quiet at that.

A COMPOSITE'S NEW DRESSES FOR OLD IDEAS.

(Continued from page 56.)

advantages of the high priced paint, the other, the poor appearance of the ordinary cheap paint. Another window showed scraps of old iron, galvanized and otherwise that had once been painted, and illustrated the saving qualities of paint; this was labelled "The man who knew." The reverse side of the picture was shown by a similar heap of metals that had not been painted, and were as a consequence badly rusted and corroded. This heap was labeled: "Penny wise, pound foolish."

A very prolific source of new trade was found in the owners of idle buildings that needed paint. A few calls, and the right arguments usually convinced them that the chief cause of their idle condition was the fact that their appearance was unattractive to the prospective renter.

No single one of Dan's methods, however, would have brought the great success he experienced if it had not been used in conjunction with the others. But when all was said and done, the chief credit of that success was due his eternal vigilance in the constant personal supervision of the most minute details of his campaign, an unfailing enthusiasm which he injected into his little force as occasion demanded, and last, but not least, having the goods as advertised and of the quality promised.

WHEN GEORGE II WAS KING



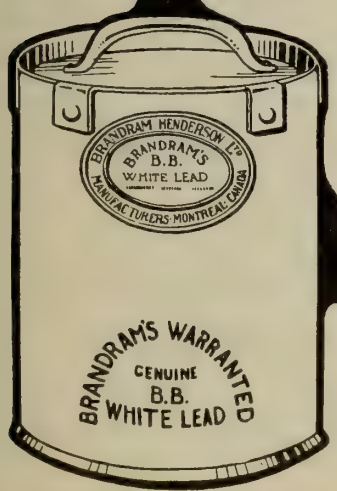
Drop A Pebble Into A Pond

and the ripples spread out in ever-widening circles until the whole surface is covered. When George II was king, some 175 years ago, we dropped

BRANDRAM'S B.B. GENUINE WHITE LEAD

into the world, and the sales ripples have been spreading out ever since, until to-day, it may almost be said that Brandram's is sold wherever White Lead is known.

Why? Simply because from that day to this, Brandram's has been recognized as unequalled in **quality.**



Remember this, Sir: When you offer Brandram's B. B. Genuine, you offer a White Lead with 175 years of high reputation back of it —an asset you get for nothing; and you know what a big factor **reputation** is in sales development.

With Brandram's, you would have the logical basis for more sales and larger profits—absolute reliability and established reputation.

Write us for details.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Hardware and Metal Quotations

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large buyers can frequently make purchases at better prices. The editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

A

ALUMINUM.

Ingot, 99% pure, lb. 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $12 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's [illegible] Hallett's, per lb. .. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes. Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, No. 2, No. 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3. Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.

Single barrels, 19c gal.; Montreal, 20c gallon.

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.	Lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25
Copper tubing, 4c extra.	
Ingot, Red, lb.	0 14 0 13
Ingot, Yellow, lb...	0 13 0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....	6 60
With rim, 18x28, doz.....	7 20
With rim, 20x30, doz.....	7 80
Without rim, 18x24, doz....	4 00
Without rim, 18x28, doz...	4 50
Without rim, 20x30, doz...	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 12x60 ins., doz...	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash).	Per doz.
Glass, doz. .....$	3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).	Per yard.
10 inches, 7 oz.	0 05½
10 inches, 8 oz.	0 05¾
10 inches, 10 oz.	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire Brick, English..17 00	21 00
Fire brick, Am., low..23 00	25 00
Fire brick, Am., high.27 50	31 00
Fire clay (Scotch), net ton	6 50
Fire clay, Am, net ton 5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters Colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz...	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, cs.	7 20
17 lb. size, 1 doz. in case, cs.	6 75

COPPER.	Per 100 lbs. Montreal	Toronto
Casting ingot $16 00	$15 00	
Cut lengths, round bars, ½ to 2 in...	27 50	
Plain sheets, 14 oz., 14x48 in., 14x60 in.	29 50	
Copper sheet, tinned, 14x60, 14 oz.	30 50	
Copper sheet, planished, 14x60, base.	37 50	
Braziers', in sheets, 6 x 4	29 50	

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets .	2 75	2 85
All bright, 52 sheets.	3 85	3 85

Galvanized.

	Apollo	D. Crown	Corbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M. L. S. and Famous—

	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL.

Raven and Murex Grades—

I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—

I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x65, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—

I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DOORS, SCREEN.	Doz
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Over half a century of Paint-Making Experience

is the record which backs up **Jamieson's Pure Prepared Paints**—a record which has not been built up by selling paints of an inferior quality.

Jamieson's Paints and **Varnishes** are known all over the country for their absolute purity.

R. C. Jamieson & Co., Limited

Montreal Established 1858 Vancouver

Owning and operating P. D. Dods & Co., Ltd.



"The purest treasure
Mortal times afford
Is **spotless reputation:**
That away,
Men are but gilded loam
Or painted clay."
—King Richard II.

Thomas Mowbray, Duke of Norfolk, certainly knew how to express in beautiful terms the value of

A SPOTLESS REPUTATION

Both Bolingbroke and Norfolk were excellent in argument and protestation of their loyalty to King Richard II. The tragedy at Pontefract Castle speaks for itself as to the reality of these protestations from Bolingbroke.

WE KNOW the value of a Spotless Reputation. We are the

LARGEST EXCLUSIVE METAL DEALERS IN CANADA.

YOU KNOW the business has been built on the sound foundation of quality.

WHAT WE MAKE WE GUARANTEE

and we are proud of our spotless reputation that extends from coast to coast. If you want quality in

BABBITT, SOLDER, LEAD PIPE and ALL PLUMBERS' SUPPLIES.

Send your orders to

THE CANADA METAL COMPANY, LIMITED

Head Office: TORONTO **Branch Factories:** MONTREAL, WINNIPEG

Harris Heavy Pressure, the Babbitt Metal without a Fault, is the Best Seller for Hardwaremen.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14x20 base....	7 00	7 00
1 X, 14x20 base....	8 25	8 25
1 X X, 14x20 base.	9 50	9 50

DUCK.

Yarmouth Double Filled 29 in.		Standard Single Filled.	
7 oz.	0 17¾	6 oz.	0 12½
8 oz.	0 19½	7 oz.	0 14
10 oz.	0 24½	8 oz.	0 15½
12 oz.	0 29½	9 oz.	0 17½
		10 oz.	0 19½
		12 oz.	0 23¼
		15 oz.	0 32

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur. Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $12; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 45 p.c. English pattern, 45 per cent. Galvanized washtubs, 45 p.c.

GASOLINE.

Single barrels, 20c gal.; Montreal, 21c gal single bbls.

GREEN, PARIS.

	Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks.	0 16¼	0 17¾	
250-lb casks.	0 16½	0 18	
100-lb drums	0 11¼	0 17½	0 19
50-lb drums.	0 11¼	0 17¼	0 19
25-lb. drums.	0 11½	0 17¾	0 19¼
1-lb pack	0 13¼	0 19¾	0 21¼
½-lb pack		0 21¾	0 23¼
1-lb tins	0 14¼	0 20¾	0 22¼
½-lb tins			0 24¼
Arsenic, kegs	0 10¼		
Petroleum, bbls.	0 10		

GRINDSTONES.

Over 40 lbs. and 2 in. thick. per 100 lbs. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS.

Sledge, Can., 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over 0 06
Sledge, Napping, up to 2 lbs. 0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 35 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	2 75
Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered	5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HATCHETS. Doz

Samson shingle, No. 1	$13 13
Samson shingle, No. 2	14 20
Samson claw, No. 1	15 10
Samson claw, No. 2	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5¼

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door, iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06
¾ to 1 7-16 inch.	0 05½
1 7-16 to 3 inch.	0 65

Montreal 40%. Toronto 40%.

IRON, TINNED,

72x30 up to 24 gauge, case lots	$ 8 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	8 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 88
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladder, each	2 00
Common, plain	5 00
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft. 3 90 48 ft.	9 12
30 ft.	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.

Banner Buggy, doz.	10 75
Banner Junior, doz.	11 75
Trulite, doz.	7 00
Beacon, doz.	7 00
Wrightlight, doz.	7 00
No. 2 or 4, plain cold blast, doz.	7 00
Short globe pattern, doz.	7 00
Cold blast, japanned, doz.	7 50
Cold blast, plain	7 00
Brass, well japanned, doz.	9 25
All brass, doz.	24 00

LANTERN GLOBES.

Cold blast, short ruby, doz	1 75
Cold blast, common ruby, doz.	1 60
Clod blast, short, doz.	0 75
Cold blast, doz.	0 50
Prism globes, doz.	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL).

26-gauge, painted metal lath, per sq. yd.	0 10
24-gauge, painted metal lath, per sq. yd.	0 13
23-gauge, painted metal lath, per sq. yd.	0 15
24-gauge, galv. metal lath, per sq. yd.	0 17
23-gauge, galv. metal lath, per sq. yd.	0 19

LEAD. Montreal Toronto

Domestic (Trail), 100 lbs.	5 10	5 15
Imported pig, per 100 lbs.	5 10	

Lead Wool, 8c lb.

Sheets, 2½ lb. sq. ft.	7 50 7 50
Sheets, 3 lb. sq. ft.	6 75 6 75
Sheets, 3½ lb. sq. ft.	6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50 6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEVELS. Raybone's.

No. 1369x12, per doz., Boxwood	4 90
No. 1626x9, per doz., Walnut pointed	
No. 1628x12, per doz., Rosewood	7 50
No. 104x24, per doz., Triple stock (net)	21 00
No. 104x27, per doz., Triple stock (net)	27 00
No. 104x30, per doz., Triple stock (net)	23 15

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

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THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

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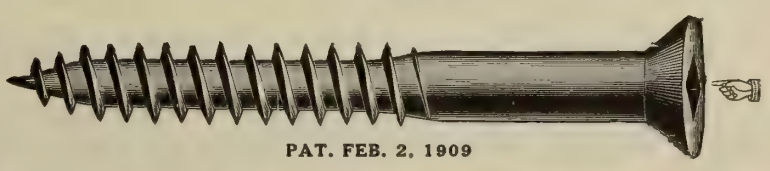
PURE LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED MONTREAL & TORONTO WARRANTED PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3 ..... 85 00
20 per cent. discount.

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in... 1 65
Carpenters', round hickory 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak..... 15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
American Lady, doz. 12 00
Mop sticks, doz. 1 10
Cast head mops, doz..... 1 35
Crescent, doz. 1 50
Tarbox self-wringing, doz. 3 15
Crank wringing, doz..... 4 75
Extra Cloths.
Tarbox, doz. 1 35
Challenge, doz. 2 10

MOWERS (LAWN).
Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 3 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.
Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75%.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per cwt.
No. 4, in 25-lb. box $8 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10.	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll..	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60 p.c.

O

OAKUM.
Best (American), per 100 lbs. 8 00
U. S. Navy (American), per 100 lbs. 7 50
Plumbers (spun), per 100-lb. bales 3 50

OIL.

Can. prime white petrol	0 15	
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXXX Machine	0 25½	0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 2½ to 3½c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c lb.
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.
Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).
Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 08¾
Heavy, 8 ends to 1-inch. 0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll	0 62
Tarred Fibre, No. 2, 400 ft.. roll	0 43
Tarred Fibre, Cyclone, 25 lbs.. roll	0 62
Dry Cyclone, 15 lbs.....	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50

Per 100 lbs.

Oiled waterproof building paper, 600 sq. ft. roll....	1 05
400 sq. ft. roll	
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing.....	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Building Paper, p. cwt.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl....	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 65
Nails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion Brand, 7 oz., per cwt.	$2 10

PICKS (CLAY).

5 to 6 lbs., doz.....	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.....	4 75
8 lbs., doz.	5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose) $0 80
5 gross, 4½-in. (loose) 0 90
5 gross, 5-in. (loose) 1 00
4 gross, 4-in. (12 pwgs. of 4 doz. each) 0 80
6 gross, 4-in. (12 pkgs. of ea. 1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
Spring clothes pins, per box 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE WROUGHT IRON
Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch ..	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
Lapweld.		
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)
Lead pipe, 7½c; 7½ p.c. off.
Lead waste pipe, 9c; 7½ per cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 53
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.
Pine, per bbl. 4 50

PLANES.
Wood bench, Canadian, 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs..	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).
Painted wall plugs, per 1,000 .....$20 00
Galv. wall plugs, per 1,000 23 00

POLISH. Doz.
O-Cedar, 4-oz. bottles..... 2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-oz. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste 6 60
Axoline brass cleaner, 100 in pkge. 6 50

R

RAZORS. Per doz.
Boker's ..... 7 50 to 11 00
Boker's King Cutter. 13 20 14 65
Henckel's 7 50 20 00
Gillette Safety, each..... 3 75
Star Safety Razor, 33⅓ per cent.
Edelweiss 16 00
Ever-Ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

REFRIGERATORS.
Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.
Iron rivets, blacked and tinned, 75 per cent.
Iron burrs, 75 per cent.
Copper rivets, usual proportion fo burrs, 35 and 12½; burrs, 30 per cent.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll.....$	1 45
Samson 2-ply, roll.....	1 80
Samson 3-ply, roll.....	2 30
Amatite roofing, per sq....	2 70
Ready Roofing, 2-ply, Shield Brand, per roll	0 75
Ready Roofing, 3-ply, Shield Brand, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.....	2 10

ROPE.

Pure Manila base .....$	0 15
Best Manila base	0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line....	0 20
Russia tarred bolt rope..	0 17½
Russia tarred ratline ...	0 16
Jute rope	0 11
Cotton rope, 3-16 in. and larger	0 24
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.
Raybone's. Per doz.

No. 1375—2 ft.	1 90
No. 1101—2 ft.	4 10
No. 1167—2 ft.	3 60
No. 1106—2 ft.	4 25
No. 1375—3 ft.	2 50
No. 1112—3 ft., hf. round	6 00
No. 1190—With level	8 85
No. 1493—Brass blacks'hs	1 70
No. 1494—Brass blacks'hs	1 75

S

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Net Prices.
Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

The Proper Paint Perspective

It's well to remember that the store that sells satisfactory paint, wall finishes, etc., gets almost as much credit as the maker. Bring back the customer **satisfied;** that's the proper paint perspective. He may not need paint so often, but when he does **you'll** get his order. Sell poor, unsatisfactory goods and the reverse is the case. You'll make **one** paint sale and lose a **permanent customer** for paint and other things. And now we want to tell you our lines of paints, wall finishes, etc., will bring him back. Ask us about them.

BENJAMIN MOORE & CO., LTD. **6 Lloyd St., West Toronto**

NEW YORK CHICAGO CLEVELAND CARTERET, N. J.

Do you sell it?

Stephens PURE PAINT

Structural Iron Paint



Successfully withstands for years the extremes of the weather and the expansion or contraction of iron.

Will not crack or pull off as it has just the right amount of elasticity.

It has efficient moisture-resisting qualities.

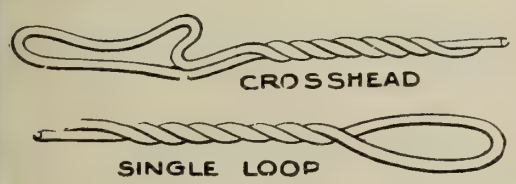
Why not be our agent? We pay big profits and guarantee satisfaction.

Write for our proposition NOW, lest you forget.

G. F. Stephens & Company, Limited

WINNIPEG, CANADA. **Branch at Calgary, Alta.**

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

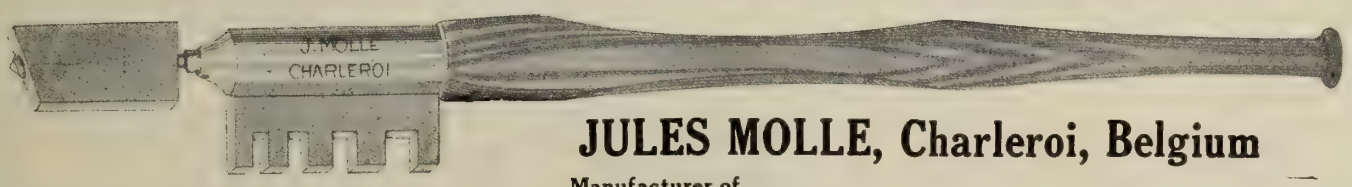
Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our **WIRE NAILS** and **STAPLES** as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

Manufacturer of

Glaziers' Patent Diamond (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

Also Sole Canadian Agents for National Belgian Glass Co.

Saint-Roch-Auvelais, Belgium

SAP SPOUTS.
Bronzed cast iron with hooks, per 1,000..... 6 00
Eureka, tinned steel, hooks, per 1,000 ..... 8 00

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10, 10 per cent.
O.H. bright, 80, 10, 7½, 10 p.c. 10 per cent. off list.

Wood, F.H., brass.	75	10	7½	10
Wood, R.H., brass.	70	10	7½	10
Wood, F.H., bronze	70	10	5	10
Wood, R.H., bronze	65	10	5	10
Drive screws	65	10	5	10
Set, case hardened	60	10		
Square cap	50 and 05			
Hexagon cap	45			
Bench, wood, per doz.....	$5 00			
Bench, iron, per doz.....	4 25			

SCYTHES.
Cast steel, doz. .....$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box..... 1 00
Quinebog, per box..... 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 45
12 gauge	2 75	2 50
14 gauge	2 60	2 25
16 gauge	2 50	2 30
18 gauge	2 50	2 40
20 gauge	2 60	2 40
22 gauge	2 65	2 50
24 gauge	2 65	2 50
26 gauge	2 75	2 55
28 gauge	2 85	2 70

SHEETS (Corrugated, Galvanized).
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00
Less 10 per cent.

SHEETS (Galvanized).

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20 ..	3 95	3 75	3 95
22-24 ..	4 15	3 95	4 15
26 ..	4 40	4 20	4 40
28 ..	4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo Brand.

	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 75	3 40
26 gauge	3 95	3 55
28 gauge	4 30	3 90
10¾ oz.	4 50	4 20

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.

	Montreal	Toronto	Per lb
Tinker's bar	....		0 27
Wire solder, lb.....	0 25½	0 26	
Bar, half-and-half, guaranteed	0 24½	0 23	

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING

Acme	0 19½
Easy	0 20½
Star Extra	0 22¼

Strictly standard wiping, 25c.

SPELTER.
Foreign, per 100 lbs.. 6 00 5 50

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.
Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft., each 4 90
Reliable Jr., No. 103, 50 ft., each 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1.00
Metallic, No. 4011x50, ea.. 1.35
Metallic, No. 4011x66, ea.. 1.55
Steel, No. 2891x50, ea..... 2.70
Steel, No. 4161x50, ea..... 3.00
Steel, No. 4161x100, ea... 5.15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIN.

	Montreal	Toronto
Tin, per lb.....	37½	33½

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.

5 ft., each.$1 50	14 ft., each.$4 20
8 ft., each. 2 00	16 ft., each. 4 80
10 ft., each. 2 50	18 ft., each. 5 40
12 ft., each. 3 00	20 ft., each. 6 00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,

	In 5-lb pkg.	In 120-lb bales.
3-ply	0 28	0 24¼
4-ply	0 31	....

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.....	9 60	8 25
100 ft. 2¼ in...		10 25
100 ft. 2½ in....	12 25	10 65
100 ft. 3 in.....	13 30	11 00
100 ft. 3½ in.....	15 55	13 00
100 ft. 4 in.....	19 80	16 75

TUBS.
Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80
Common Galvanized.
No. 1, doz. 6 83
No. 2, doz. 7 43
No. 3, doz. 8 48

WOODEN WASH TUBS.
Per nest.
Nests of 3—0, 1 and 2..... $2 25
Nests of 3—1, 2 and 3 .... 1 90
Nests of 4—0, 1, 2 and 3 .. 2 80
Per doz.
No. 0 .... 10 50
No. 1 .... 9 00
No. 2 .... 7 50
No. 3 .... 6 50

V

VALVES, ETC.
Ground work, 55 per cent.
Standard compression work, 60 per cent.
High-grade compression work, 50 per cent.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS, IRON.
Full box, 45 per cent.; smaller lots, 30 per cent.; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WASTE.
(See Paint Markets.)

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 10
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 00
Garden, steel wheel, doz... 32 40
Light garden, per doz. $22 80
Heavy garden, L-side..... 33 00
Heavy farm, solid side.... 33 00

WHIFFLETREES.
Tubular steel whiffletrees, 28 inches 0 70
Tubular steel whiffletrees, 34 inches 1 00
Tubular steel whiffletrees, 36 inches 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35! No. 14, $2.40;No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE (FENCE). Per cwt.

Barb	2 35
No. 9, coil spring	2 25
No. 12, coil spring	2 40
No. 9, plain galvanized....	2 15
No. 12, plain galvanized...	2 30
No. 13, plain galvanized...	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	46 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Less 20 per cent.

WRINGERS, MOP.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

	Montreal	Toronto
5 cwt. casks	6 75	7 25
Part cask	7 00	7 55

YALE



YALE PADLOCKS *for*

BOATS
BOAT HOUSES
CHICKEN HOUSES
DESKS
DOOR MATS
GATES
DOG KENNELS
LOCKERS
CHESTS
STABLES
TOOL HOUSES
MAIL BOXES
MAIL BAGS
STRONG BOXES
WOOD SHEDS
LAWN MOWERS
BICYCLES
CELLAR DOORS
DOG COLLARS
SKY LIGHTS
and 101
OTHER USES

It pays to push Yale Padlocks

Your Yale Padlock business is limited only by your willingness to push it. Think of the many uses for Yale Padlocks and remember that every use means a sale. Your customers are learning that there are padlocks and padlocks: that "Yale" is a good padlock's first name and that this name identifies padlocks made by us. How can you better serve your trade and better serve yourself than by meeting every padlock call with a "Yale."

Send today for your copy of our interesting free book "Selling More Yale Padlocks." It will not only help you sell Yale Padlocks, but the ideas contained in this book will be of great help in building up your entire business.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers

General Office and Works: St. Catharines, Ont.

WELL-CLEARED SHELVES

Begin to show up at this time of year in the paint department.

Have you been satisfied with the way in which yours were cleared? Did you have any kicks or did your customers come back for more? Were they cleared quickly? Did your sales clerks spend useless time in forcing sales? Was your paint of such a grade that it increased or decreased your cost of doing business?

FILL THEM UP AGAIN WITH

Maple Leaf Paints and Varnishes

and you will clear them just as quick or quicker without complaints or worry and with larger profits.

This Fall

is just as good a time to take on our MAPLE LEAF PROPOSITION as any.

The Fall Painting Idea

is becoming more widespread, and is bringing paint departments that prepare adequately for it into greater prominence each year.

There is no better line of paints and varnishes than the M. L. with which to develop Fall paint business.

M L
FINISHES THAT ENDURE
QUALITY



Write and get in touch with our M. L. DECORATIVE AID DEPARTMENT about developing larger Fall Paint trade.



FOR
IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs...	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

	Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	Star. City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

LEAD.

(White Ground in Oil.)

	Montreal In ton lots	Toronto. Per 100 lbs
Elephant, Genuine ...	$8 75	9 00
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine	9 25	9 40
C.P. Co. decorat's, pu.	8 25	8 40
Crown and Anchor, pure, ...	8 25	8 40
Essex, Gen. (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 40
Moore's Pure White Lead	....	8 40
Lowe Bros'. White, H.S.	....	8 40
Monarch (Windsor)..	....	8 50
Purity C.O. Co.'s. Ltd		7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior ..	7 75	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 20
"James Genuine"		9 50
Decorators Pure (Winnipeg)		8 80
Stephens' H. P. P. (Winnipeg)		8 30

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...	$17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 63	0 63
3 to 5 bbls.	0 62	0 62
6 to 9 bbls.	....	0 61

LINSEED, BOILED.

Single bbls.	0 66	0 66
3 to 5 bbls.	0 65	0 65
6 to 9 bbls.	0 64	0 64

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal...	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Ped barrel 2 50

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums ..	2 60	2 70
Bladders, in bbls....	2 80	2 90

Pure Putty, 70c hd. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 69	0 77
Pure, single bbls.	0 65	0 70
2 to 4 bbls.....	0 64	0 69

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 50
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ..	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish ...	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black..	0 38
Ol dEnglish Floor Wax..	0 38

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls..	1 00

ZINC (DRY).

Extra Red Seal, V.M.....	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 06¾

The Aging process is the step in varnish making which largely determines the profit it is possible to make from your varnish sales.



The thinning room where the temperature of the varnish is reduced before adding the thinner.



These powerful filters remove all sediment and undissolved gum. The varnish is forced through 64 thicknesses of filter cloth and 252 sheets of filter paper.



Immense storage tanks where S-W Varnishes are thoroughly aged before being put in the cans. An idea of the size of these tanks may be gained by comparing with the man at the railing.

Aging is as necessary to develop the "De Luxe" qualities in varnish as it is wine.

Few manufacturers of varnish can spare the capital required to age varnish thoroughly. The capacity of Sherwin-Williams varnish storage tanks is around a million gallons. Figure the amount of money tied up the year round in aging several hundred thousand gallons. It is the facilities and capital of The Sherwin-Williams Co. that enable them to maintain in their full line of varnishes superior quality and uniformity—the result of thorough aging.

Sherwin-Williams varnishes are made from the right materials under the supervision of expert varnish makers—they are thoroughly aged until they have the special qualities they are intended to have, and that is why they give the utmost satisfaction and have the confidence of varnish users—on satisfaction depends the profits from your varnish sales.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
Makers of paints and varnishes for every purpose
MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS. CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard "double," 60 and 10 per cent. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜. 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

FIXTURES.
Stall hollow bar, No. 3 $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng..	4 50	4 85
26 Am. or 26 special	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set.....	0 95
Mrs. Pott's No. 50, set.....	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz...	7 25

LEAD PIPE.
$7 coil; less coil, $7.50 cwt.

LEAD WASTE.
$7.50 per cwt.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Galvanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 25 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft..	9 00

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

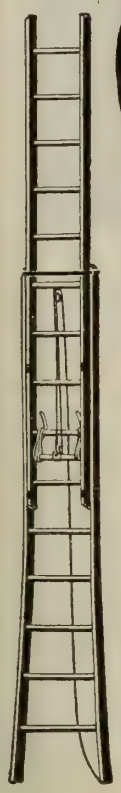
WHITE LEAD.
Decorators' pure white lead, $9 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.



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(OUR MOTTO)

The most reliable extension ladder offered to the trade to-day. Made of clear yellow pine with hardwood rungs. Reinforced with wire let into a groove on the back of the ladder. One of the principal features of our ladder is the heavy malleable iron castings bolted on the sides which have given satisfaction for years. Stock sizes 20 to 40 ft.

Write for catalogue and prices for step ladders, bake boards, skirt boards, curtain stretchers and other woodenware.

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Maxwell

"Excel-all" Washer



HELPS the housewife to laugh at the labor of washday. Ball-bearings make the tub run smoothly. Top lifts up and gives heaps of room for work.

Note the improved wringer board—swings out of the way when not in use. The quickest, easiest, best-selling line you ever carried.

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BIG VALUE

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Beaver - $4.25
Bear - - $4.00

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¶ They are entitled to more.

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¶ The unconditional guarantee of RED DEVILS assures satisfaction.

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Hardware and Metal
MONTREAL TORONTO WINNIPEG

LONDON BAR IRON

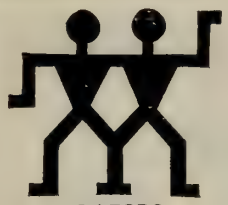
is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

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HENCKELS **TWINWORKS** CUTLERY

Highest Grade And Sure To Please Your Customers



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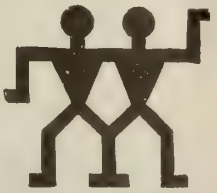
None Genuine Without Trade-Mark.

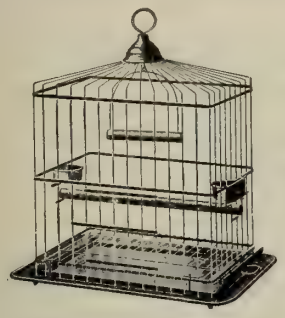
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F. W. LAMPLOUGH & CO., Unity Bldg., Montreal



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MANICURE SETS





No. 1902. Brass.
No. 130. Tinned.
3 sizes.

"HENDRYX"
A WORD FOR QUALITY

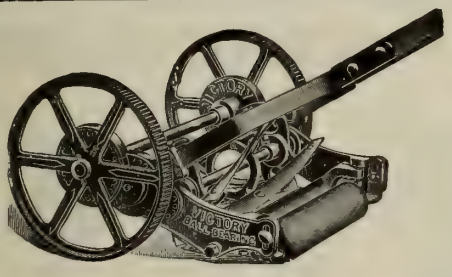
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NEW HAVEN, CONN.



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6 sizes.

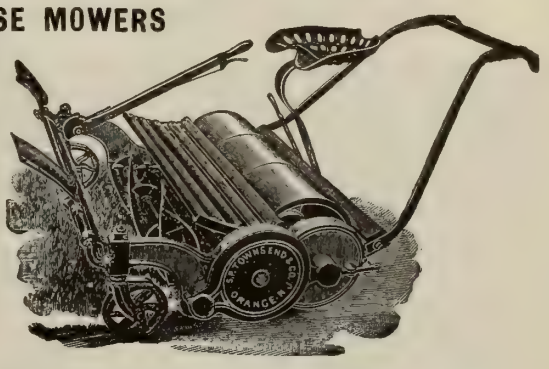


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HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

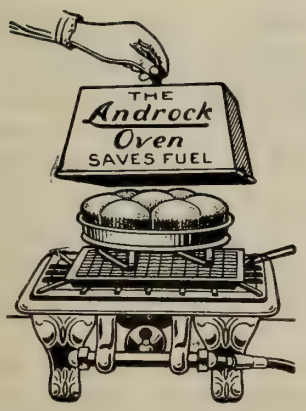
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S. P. Townsend & Co.

ORANGE, N. J.



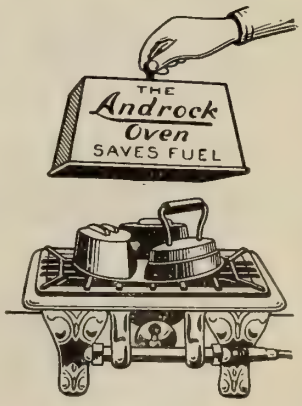
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Fills a long-felt want. Saves gas and time.

It consists of four parts: The cover, or oven proper, made of aluminized steel; the **Stand**, asbestos lined; the **Heat Distributing Plate**, to be used underneath the stand or alone for heating flatirons, and the **Androck Bread Toaster**, the finest toaster made.
One burner is all that is required to do an ordinary baking, whereas a range requires 2 or 3, and produces no better results. This means a big saving of gas and a cooler kitchen. The oven works equally well on gasoline or coal-oil stove.
Get the Androck Oven now and boost it. Every sale leads to others.

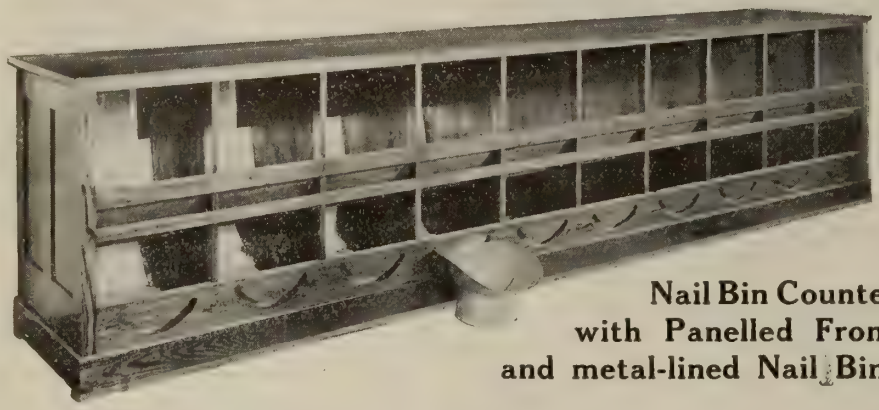
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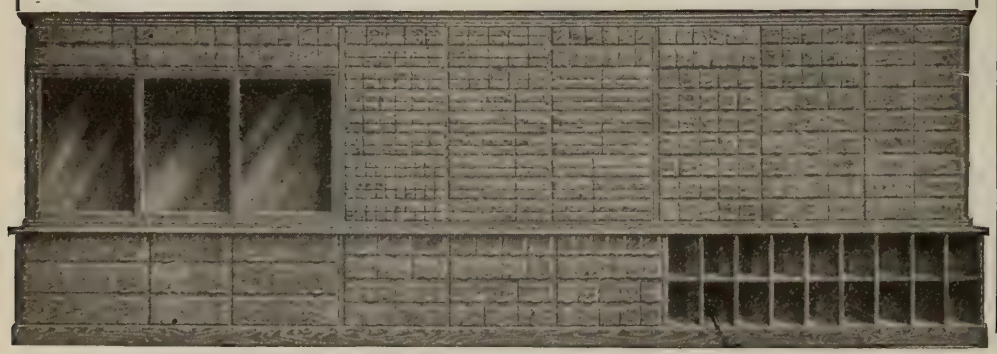
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It is not necessary for us to talk of quality, for every tool dealer knows that Sheffield made chisels, gauges, turning tools, carving tools are unequalled for length of wear, sharpness of cutting edge and for excellence of finish.

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We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

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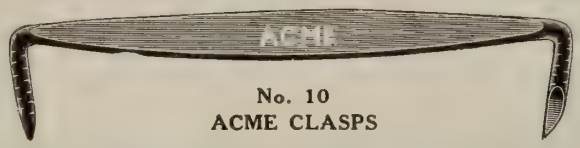
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BUCK BROTHERS

Millbury, **Mass., U.S.A.**

ACME

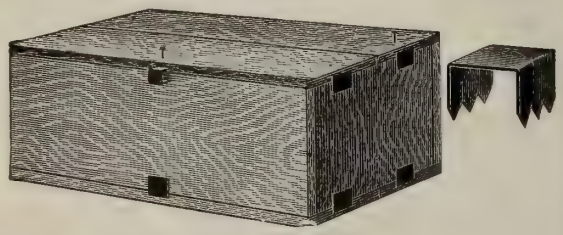
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No. 10
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ACME CLASPS ARE USED FOR FASTENING ON PAIL COVERS AND RE-INFORCING LIGHT CRATES. MADE OF COPPERED STEEL AND PACKED IN BOXES AND BARRELS.
ACME WATCH DOG SEALS ARE USED FOR SECURING COVERS OF CASES, ESPECIALLY WINE CASES.
MADE OF POLISHED COLD ROLLED STEEL WITH SERRATED EDGES. "**ACME**" **WATCH DOG SEALS**

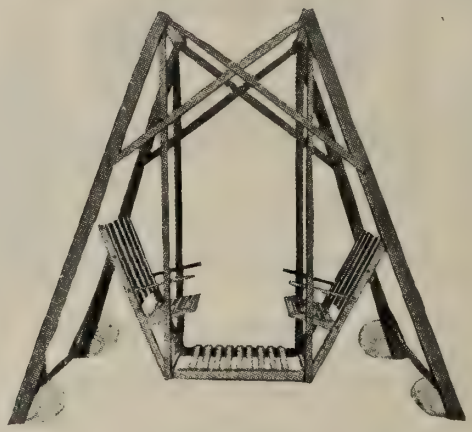
HOLD LIKE A BULL DOG



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For Good Profit Sell STAR BRAND SOLES

They go splendidly with Cobblers' Outfits.

Star Brand Soles are made from our own leather and we guarantee them to outwear all others.

Stock them now! Soles will come to your liking and sales surprise you.

Beardmore & Co.

TANNERS

Toronto Montreal

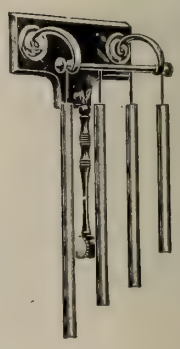
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This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the
Wall, Table or Floor



Write for New Catalog to

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MAY & PADMORE Ltd BIRMINGHAM ENG.

The PULL-EASY Garden Cultivator



IT IS ADJUSTABLE TO ANY WIDTH ROW

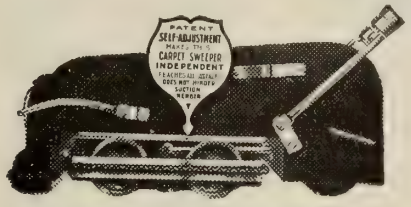
This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

For Sale by all Leading Canadian Jobbers.

THE PULL-EASY MFG. CO.
110 Barstow Street **WAUKESHA, WIS.**

A Vacuum Cleaner And A Carpet Sweeper— Two Complete Machines In One

Can be used separately or together



Sweeper-Vac—Model "S"

The Sweeper Vac does the work of an electric vacuum cleaner, and just as efficiently—but is operated by hand, just the same and just as easily as the ordinary carpet sweeper.

You Should Have This Machine In Your Store.

Many women in your locality will purchase this machine, and every sale means a good profit for you.

Let us send you full particulars of this machine, together with our proposition.

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Distributors: Starke, Seybold, Limited, Montreal; W. H. Thorne & Co., Limited, St. John, N.B.; Robinson & Seager, Edmonton, Alta.

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Our Cloth is True to Mesh and Gauge

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.
Canada Wire & Iron Goods Co.
HAMILTON, Ont



Saves Oil, Time and Labor

A trial always makes a steady user.

Easy Profit because Easily Sold

No matter in what position the can may be held, the oil is entirely controlled by the operator. Not a drop of oil need be wasted. Oil is forced out by simply pressing on the plunger. The flow of oil ceases the instant the pressure on the plunger stops.

Oiling can be done in one-half the time and with less effort.

The "Cannon" is giving satisfaction to thousands of users.

Drop a card for particulars.



R. E. Bloomer
Keithsburg, Illinois



MILLERS FALLS TOOLS

When You Think of These Tools

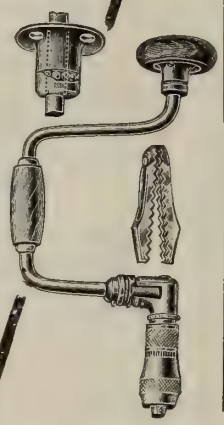
doesn't it occur to you that tools, like the Barber Braces, that have back of them the sanction of the best mechanics everywhere, are the most profitable tools for you to handle?

Barber Ratchet Brace No. 32

is one of the best of a good line—a late model of a class of tools that have always been admitted as standards of excellence.

Everything about this brace is first-class. Has ball-bearing head, non-splitting, free-acting sweep handle; covered ratchet teeth and forged steel alligator jaws. A Brace that satisfies the most critical, hence a tool you can easily and safely sell.

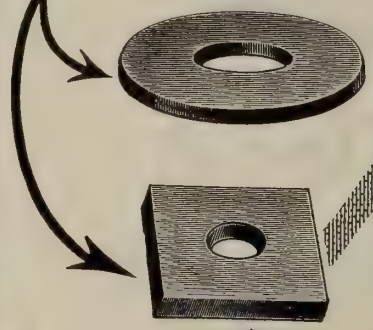
Stock a few, either direct or from your own jobber. Complete Dealers Catalogue on request.



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Wrought and Steel Plate WASHERS

of all descriptions



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Prompt Shipments

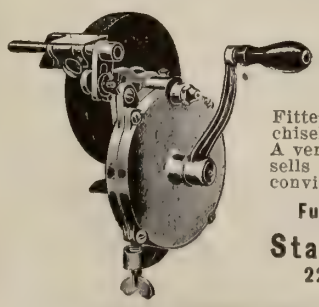
Wrought Washer Mfg. Company
Milwaukee, Wis.



WORM GEAR GRINDER
No. 30

EASY SELLERS

Absolutely noiseless, oil-retaining, dustless, fast and easy running; made for both sickle grinding and tool grinding. No. 30 is fitted with a large sickle wheel, 4¼" in diameter, with malleable iron attachments. **We have a full** line of worm-gear **Ball Bearing** grinders. **Write for full information.**



PERFECTION GRINDER No. 2

Fitted with a combination tool rest, chisel holder, etc.
A very practical size machine, and it sells well everywhere. A trial will convince you.

Full Information at your request

Star Specialty Mfg. Co.
227 West Erie Street, CHICAGO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Reading Brimful of Interest for Busy Canadians

The July MacLean's, just off the press, is full of feature articles and stories which should appeal to every Canadian. Does not this list interest you?

"The Education of the Camp"—A strong article by a military authority on the benefits, physical and otherwise, of militia training.

"On the Firing Line in Riel's Day"—The first of a series of articles on the North-west Rebellion, written by one who served through the last campaign. These stories will be full of reminiscences given to the public for the first time.

"The Adventures of Madelyn Mack: Detective"—The best detective stories published since Sherlock Holmes first appeared. The first of this series appears under the title "The Man With Nine Lives"—A strong recital of adventure, written in graphic, vivid style.

"The Miracle of the X-Rays"—A clear presentation of one of the greatest discoveries of modern times. The fascination that science exerts on the lay mind will serve to make this article one of absorbing interest to all.

There is nothing a man could not do if he had the right information before starting at it. Under the heading: "Getting the Facts," a Lieutenant of Harrington Emerson, the chief exponent of efficiency, tells how the right information can always be obtained. Want to get started on the highroad to success? Read this article.

Glen Campbell—Broncho buster, sturdy man of the plains, orator, player of practical jokes, firm friend and hard fighter—is the subject of a breezy sketch that will both interest and amuse. Meet this famous Western M.P. in the pages of July MacLean's.

These are just a few. There are plenty more of the same kind to be found in the July issue of Canada's national magazine. If you don't read MacLean's, start with the July number.

Send a postcard and have your name added to our subscription list. You'll be delighted with every issue.

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The MacLean Publishing Co.
LIMITED
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Fruit Picking LADDERS

Made of clear, well-seasoned stock with Rock Elm Rounds, with the aid of the latest and most improved machinery.

Lengths—8, 10, 12, 14, 16, 18, 20 and 22 ft.

It is easily placed in the branches of the trees, making the gathering of fruit easier and more pleasant.



Place your order with us now. They are absolutely guaranteed.

Every sale leaves you a good margin for profit.

We also manufacture **Lawn Swings, Camp Stools, Step and Extension Ladders, Bake, Ironing and Sleeve Boards, Clothes Dryers,** etc. Write for complete catalog.

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Stratford, Ont.

REPRESENTED BY British Columbia — Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces — J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario. — Roy E Harris, Stratford.

THE "WANT AD."

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

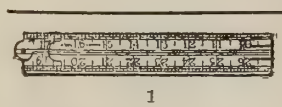
The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

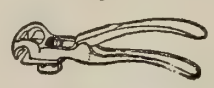
Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont.

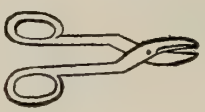

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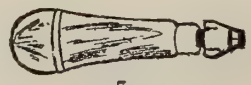

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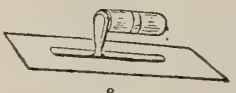

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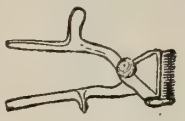

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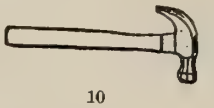

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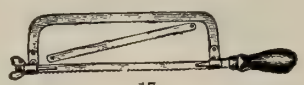

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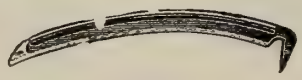

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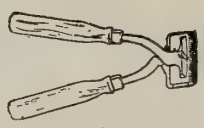

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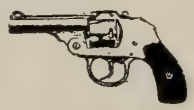

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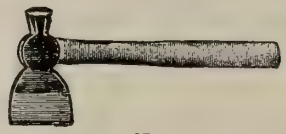

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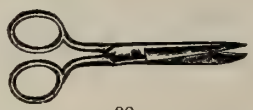

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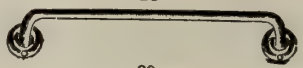

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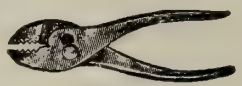

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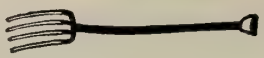

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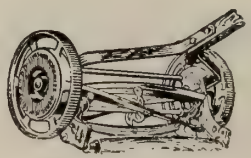

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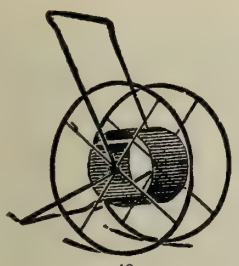
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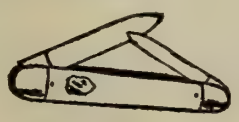

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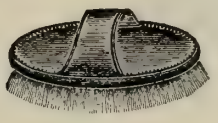

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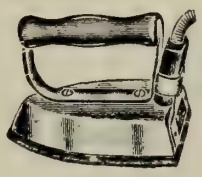

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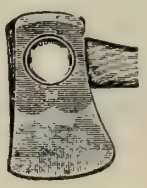

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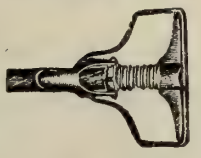

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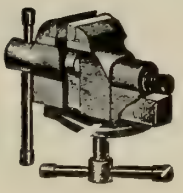

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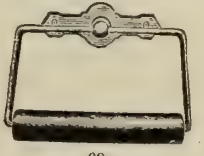

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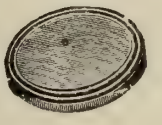

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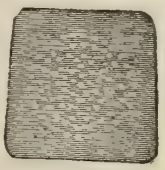

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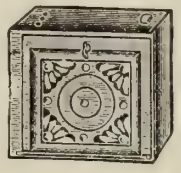

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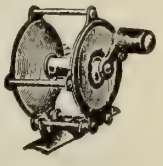

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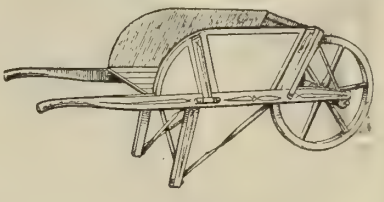

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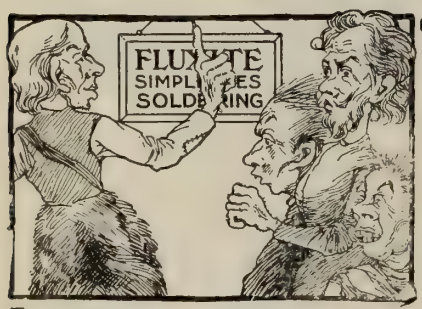
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An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

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It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
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Manufacturers of

COLD ROLLED STRIP STEEL

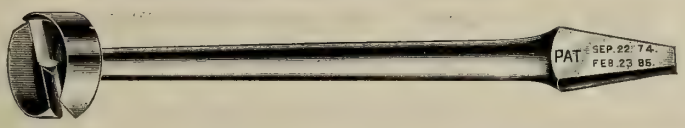
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

ROOFING *Of Quality*

"BLACK CAT" "GOOD LUCK" "McCOMB'S SPECIAL" } RUBBER ROOFINGS

Write for Prices.

J.H. McComb Limited *Montreal*



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

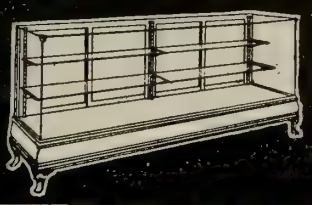
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Works: Brampton. Head Office: Toronto.
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Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



Write us for full particulars and estimates

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If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.



No Brand of Cutlery is better known to-day than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made

BY ALL LEADING WHOLESALE HARDWARE FIRMS



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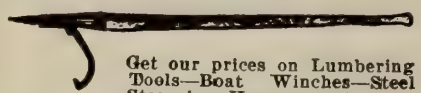
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Send for special Vise circular which contains complete description of all styles made.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

ARGALL BROS., Estb. 1860 - - **General Ironworkers** Three Rivers, P.Q.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD., HAMILTON, ONT.



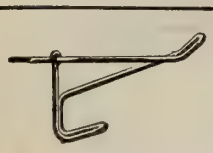
Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
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NON FIBROUS ANTI FRICTION MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND **LAMP BLACKS**
A Germantown of quality that gets big business
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THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
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GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

Atlas
10 Cent Fly Swatter



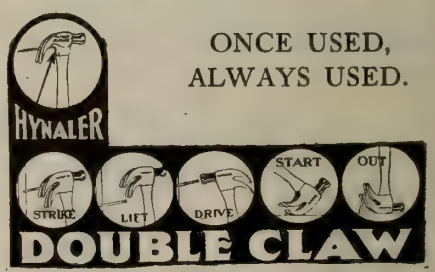
This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

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Great Improvements
—IN—
HAMMERS



ONCE USED, ALWAYS USED.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

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Cement Sidewalk Tools
The Best in the Market. Send for catalogue.
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Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
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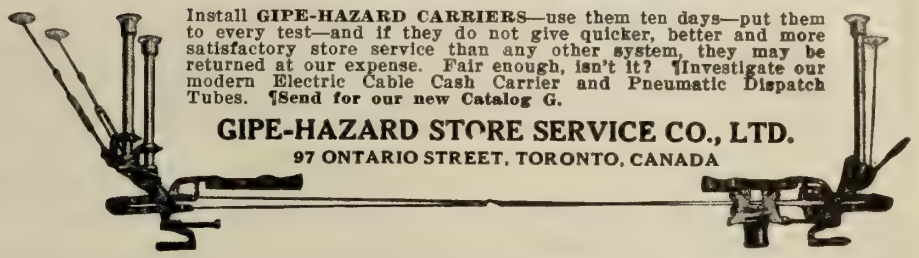
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An Auger Bit You Can Depend On. Fully Warranted

FORD AUGER BIT CO. HOLYOKE, MASS.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

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OPEN HEARTH STEEL

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.
Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

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The original and only Genuine Preparation for cleaning Cutlery.

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Manufacturers of

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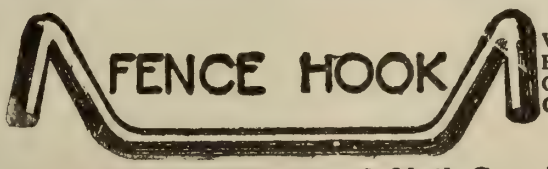
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For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

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WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

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ADVERTISER WITH 15 YEARS' EXPERIence of hardware trade seeks position in office or road. Good references. 195 Hutchison St., Montreal. (24)

TRAVELER, YOUNG MAN, TWELVE YEARS' experience builders' and general hardware, would like to represent builders' hardware manufacturer, Prairie Provinces or British Columbia. Box 110, Hardware and Metal, Toronto. (26)

TRAVELER, YOUNG MAN, TWELVE YEARS' experience general and builders' hardware, would like to represent British Columbia wholesaler. Box 111, Hardware and Metal, Toronto. (26)

HARDWARE MAN, AGE 24, WOULD LIKE TO communicate with reliable hardware firm. Eight years' experience; understand bookkeeping; could manage store. Best of references. Box 115, Hardware & Metal, Toronto, Ont. (29)

HARDWARE CLERK, THOROUGHLY EXperienced in all lines of hardware, desires position with wholesale or retail Ontario firm. Best of references. Box 541, Cobourg, Ont. (28)

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FOR SALE—TINSHOP, FULLY EQUIPPED, tools and stock. First-class opening for good man. Easy terms. Power & Fish, Elrose, Sask. (28)

"HARDWARE" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (36)

FOR SALE—A GOOD SET OF TINSMITH'S tools and machines, with some raw stock. Just the thing for young man starting in business. Cheap, for quick cash sale. Box 114, Hardware and Metal, Toronto. (26)

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EXCHANGE.—SECTION IMPROVED LAND for hardware or general store. D. A. Ketchin, 1360 Rae St., Regina, Sask. (30)

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DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

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HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

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Signed .....

Town ..... Province .....

a thought for manufacturers and jobbers of hardware

If nine-tenths of the hardwaremen in Canada were assembled in Massey Hall, what would you give for the privilege of standing on the platform and telling them about the merits of your proposition?

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We offer you practically this same privilege in the advertising pages of Hardware and Metal. For nine-tenths of the retail hardware dealers in all the Provinces of the Dominion are paid subscribers to Hardware and Metal. And they read it every week, because it helps them to make more money.

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Canada's Only Weekly Hardware Paper

MONTREAL TORONTO WINNIPEG

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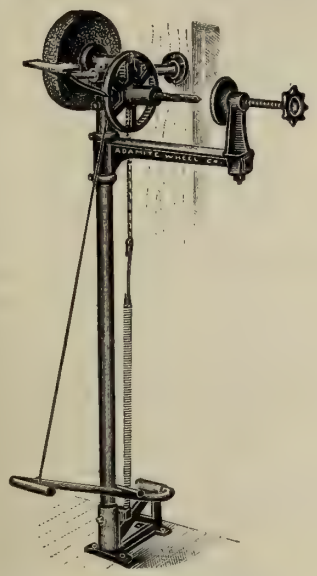
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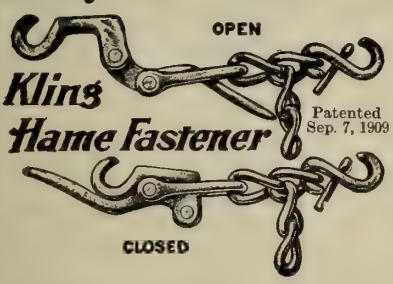
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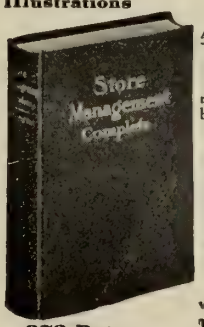
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Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Smith & Hemenway Co., New York.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
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John Lysaght, Ltd., Bristol, Newport and Montreal.

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The Adamite Wheel & Mfg. Co., Hamilton.
Can. Fairbanks-Morse Co., Montreal.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

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Can. Fairbanks-Morse Co., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Ranges.
Kir-Ben, Ltd., Almonte.
McClary's, London.
Galt Stove & Furnace, Galt.
Gurney Foundry Co., Toronto.
Clare Bros., Preston.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
Jas. Stewart Mfg. Co., Woodstock.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

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Gurney Foundry Co., Toronto.

Razors.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co, St. Louis.

Razor Blades.
Schramberger Uhrfedermfabrik, Shramberg, Germany.

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Butterfield & Co., Rock Island, Que.
Can. Fairbanks-Morse Co., Montreal.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

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Abbey & Imbrie, New York.

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McClary's, London.
Sanderson & Harold Co., Paris.

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Dominion Register Co., Toronto.

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Canadian H. W. Johns-Manville Co., Toronto.
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Winnipeg Paint & Glass Co., Winnipeg.

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Oneida Community, Ltd., Niagara Falls.
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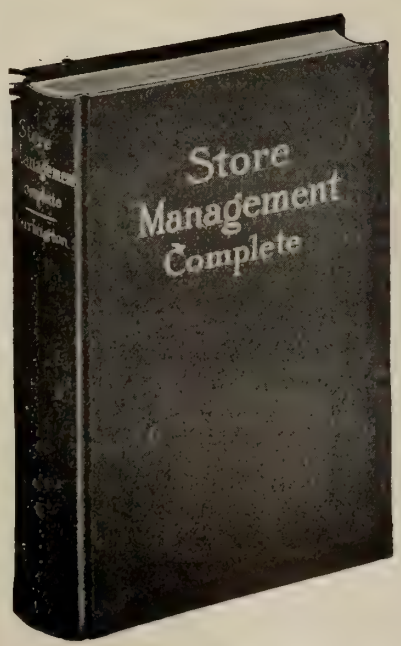
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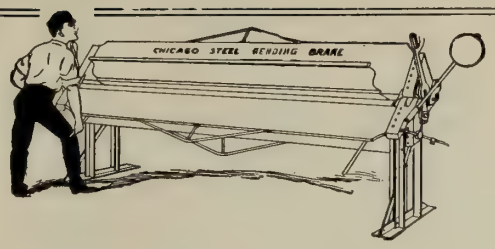
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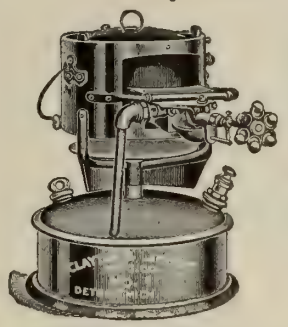
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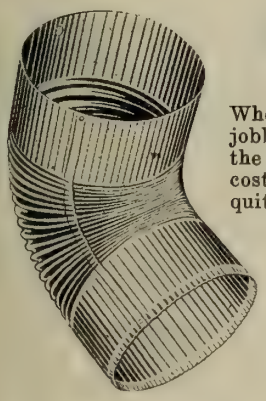


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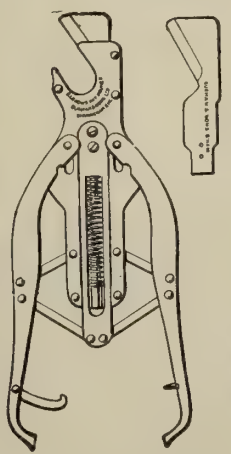
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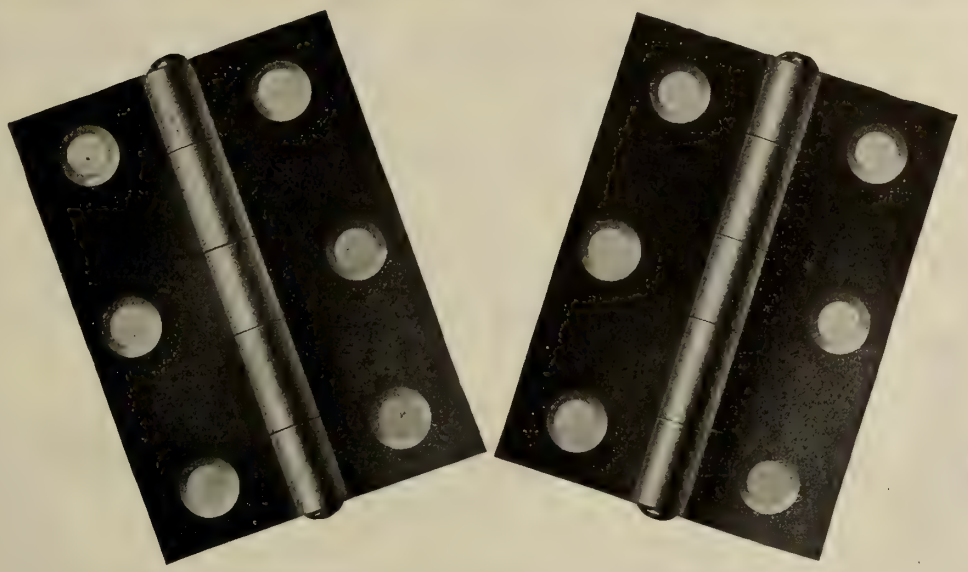
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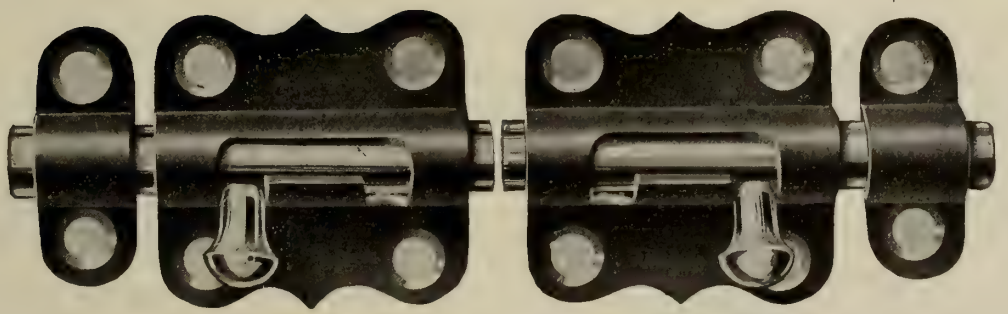
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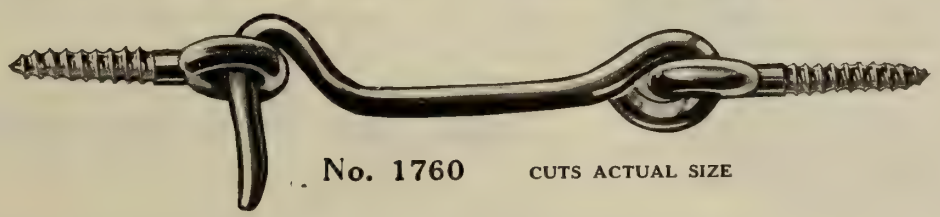
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S.W.







No. 1760 CUTS ACTUAL SIZE

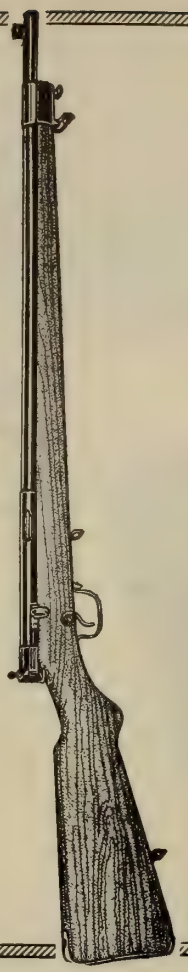
In every set are one pair of 2½ in. wrought light narrow butts, one hook and eye, and two 2½ in. bolts. Your customers will be quick to see the advantage of having a bolt at each side of the window.

Japanned or "Stanley" SHERARDIZED. RUST-PROOF FINISH.

Packed with screws, one set in a box, 12 sets in a carton, a gross sets in a case. Backed by the S. W. Guarantee. Tell your Jobber to supply you.

S.W.

THE STANLEY WORKS
New Britain, Connecticut
Canadian Representative: A. Macfarlane & Co. Montreal



THE TEMPTATION TO SHOOT IS HARD TO RESIST

Every youth and most men find it difficult to pass a good display of rifles in any window.

The Ross Cadet Rifle

is specially attractive, as it is a strong and serviceable "Summer" arm. Good for shooting at a mark and any game, except deer, etc.

It sells at $12.00, gives dealers a reasonable margin, and gives the purchaser a full measure of satisfaction in the way of accuracy, good sights, and good service.

THE ROSS RIFLE COMPANY

QUEBEC, CANADA



Atkins

The Saw that has made good

Here is a chance to increase your Saw business. Let us tell you how. A letter or post card is sufficient.

ATKINS Sterling SAWS

For Every Purpose
A Perfect Saw

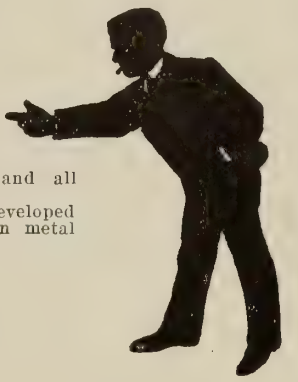
E. C. ATKINS & CO.

Canadian Factory:
Hamilton, Ont.

Vancouver Branch:
109 Powell St.



Frost King Babbitt



is specially designed for Saw Mills, Planing Mills, Threshing Machines, and Pulp Machinery, and all classes of stationary engines.
It is manufactured by methods developed during our 40 years' experience in metal mixing and we believe it cannot be equalled in service.
You'll find it a big re-order producer.
Write for prices, etc.

Our mixed metal sales amount to over $5,000,000 Annually.

Hoyt Metal Company, Toronto, Ontario

New York, N.Y.; London, Eng.; St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL **LUFKIN** GOODS

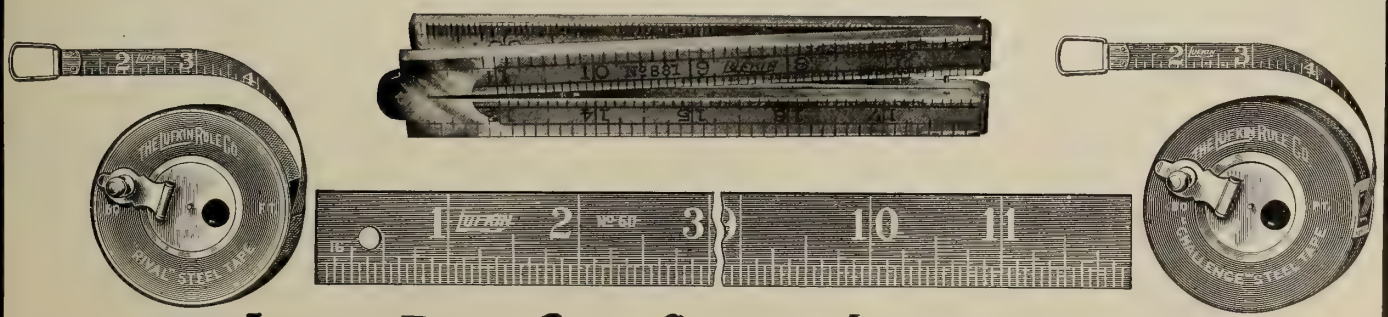
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock **LUFKIN** Goods

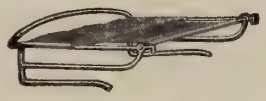


THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

McKinnon Folding Seats

For Automobiles, Camps, Motor Boats





And how about the children?

Don't you feel guilty when you go for an extra ride and leave the children behind — the very ones who will enjoy it most—because there isn't room?

McKinnon Auto Chairs will solve the problem for you—for everyone. They make room without crowding—no cross-bars or braces to monopolize floor space. Simple, comfortable, fold compactly, requiring but little room in your store. You can sell a lot of them. Write for prices.



McKinnon Dash Company

Buffalo, N.Y. **St. Catharines, Ont.** **Cincinnati, O.**



Touring Time!

Every Hardware Dealer should carry

McKINNON Electric-Welded Anti-Skids

SMALL INVESTMENT - QUICK SALES - GOOD PROFITS

Made and sold in two grades, as specified below

McKinnon Brand	Imperial Brand
Electric-Welded Cross Chain, case hardened and coppered.	Electric-Welded Cross Chain, soft and polished.
Rust-proof rim chain.	Rust-proof rim chain.
Atlas style connections.	Atlas style connections.

Jobbers - Write for proposition

MADE IN CANADA **FULLY GUARANTEED**

By

McKinnon Chain Company

ST. CATHARINES, ONT.

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 27

July 4, 1914

Proof--in the Using

Cement quality can only be determined by experience. Thousands of contractors, farmers, engineers, have found Rogers' Portland Cement unexcelled in those qualities that make for good concrete.

ROGERS'
Portland
CEMENT

The same high standard of quality that makes these buyers **permanent customers** of ours will make them permanent customers of yours if you handle Rogers' Cement. Drop a line for our agency proposition.

ALFRED ROGERS, Limited

28 West King Street, Toronto

N. J. Dinnen & Co., Western Sales Mgrs., Winnipeg, Man.

What You Can Tell Your Customer

YOU CAN TRUTHFULLY STATE
that "1847 Rogers Bros." has been the standard silver plate for over sixty-five years; the **heaviest grade** of silver plate, backed by an UNQUALIFIED GUARANTEE, made possible by an actual test of over sixty-five years.

That no higher quality can be obtained than

1847 ROGERS BROS.

"Silver Plate that Wears"

Remember, there are other ROGERS, and other makers of Silver Ware, but there is only one **"1847 ROGERS BROS."**—the **Genuine.**

Sold by leading dealers everywhere.

Meriden Britannia Co.
Hamilton, - Canada



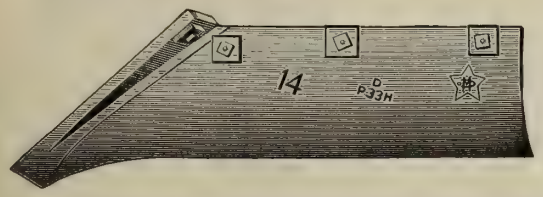
STAR

FITTED and BOLTED duplicate Plow Shares are most RELIABLE for repairs.

All the popular makes can be obtained.



This BRAND is known from Coast to Coast, and through Canada to the Gulf



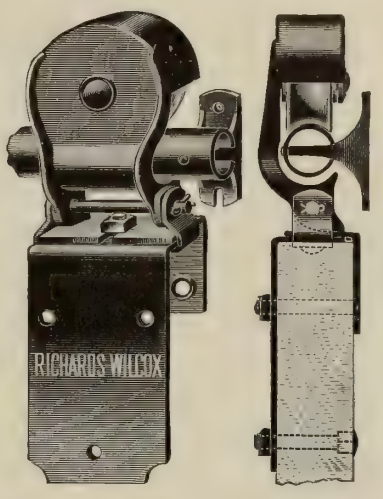
THEY MEAN Satisfied Patrons and Constant Friends TO TRADE WITH YOU.

"SAFETY FIRST" for them MEANS "Safety First" FOR YOU.

Then ask your Jobber for Star Brand Shares.

Star Mfg. Co., Carpentersville, Ill.

No. 543—The Red Runner

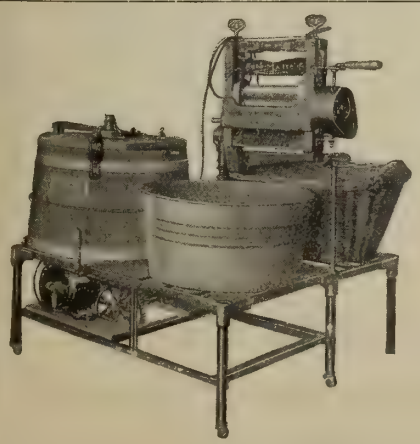


1. Completely Flexible, allowing door to swing ninety degrees.
2. Lateral Adjustment, Double Apron, and Removable Hinge Pin.
3. Riveted Malleable Brackets—a great advantage —no shorts.

CANADA'S VERY BEST ROUND TRACK HANGER

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.





AUTOMATIC BENCH WASHER

(BUY IT IN CANADA)

Here is a machine that is meeting with immense favor wherever it is shown or used. It possesses every possible convenience. The wringer swings to any desired position and may be operated in either direction and may be fed from either side. The control is always within reach and the operator may start, stop or reverse the wringer by a mere touch upon the lever. It also has the safety release, so that all pressure may be instantly thrown off the rolls, making it absolutely safe.

With this machine more than one person may work at the washing. It is splendid for families having many clothes to be washed.

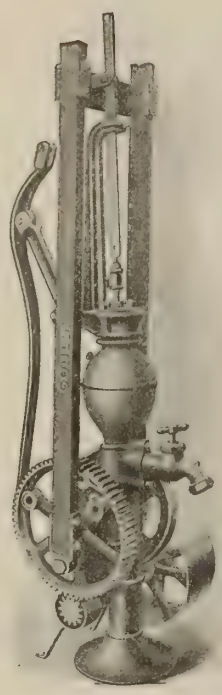
The side table is detachable and when removed the machine occupies a floor space of 24" x 39".

The Automatic Bench Washer is made in both power and electric types. A machine for every home. A beautiful 32-page book, full of washing machine information, is mailed free for the asking. It is called Bulletin 107. Write for it.

Sold through Canadian jobbers.

AUTOMATIC ELECTRIC WASHER CO., INC.

NEWTON, IOWA, U.S.A.



Pumps of All Kinds

We will gladly help you to choose the right pump for your service or that of your customer. Our experience placed, through you, at the disposal of your customers will give them that service which will make them permanent, profitable patrons.

Goulds Reliable Hand Pumps and Fairbanks-Morse Water Systems

will solve any pump problem most economically and to the lasting satisfaction of your customers. Built on common-sense lines, they are designed for durability and ease of operation.

Write at once for information regarding your particular problem.

The Canadian Fairbanks-Morse Co., Ltd.

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Canada's Departmental House for Mechanical Goods



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations
Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

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Saws and Tools That Last For Generations

It takes a mighty good saw to serve two or three generations of mechanics, yet there are numerous cases where a Disston Saw has passed from father to son more than once in its lifetime. This quality of great durability is only one of the many that attest the wonderful superiority of Disston Saws.

The reputation which has been built up in the past 73 years for these saws is shared by other Disston products, for

Disston

SAWS TOOLS FILES

all embrace those distinguishing qualities of durability, efficiency and ease in handling which have enabled them to set a standard for high-grade tools that is world-wide in its scope.

We carry a complete line of these famous saws, tools, and files.

Lewis Bros., Ltd.

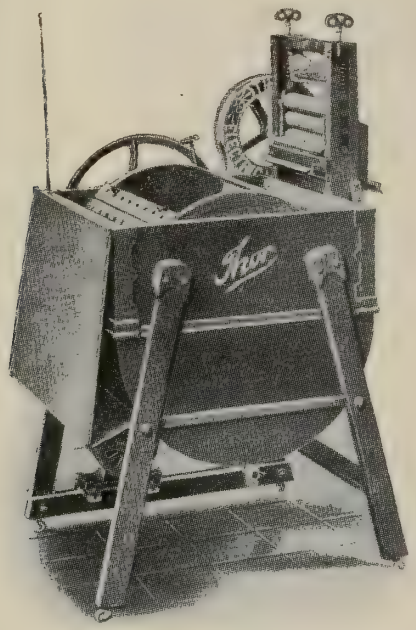
MONTREAL

Ottawa Toronto Vancouver

"You'll use a Disston Saw, too, someday"

—THOR—

Electric Washing Machines



THE THOR—

Saves time, labor and expense.

SAVES CLOTHES—

The Thor will last a lifetime. There are no delicate, easily broken parts. It is bolted and braced, and reinforced to withstand harder wear than it will ever receive.

ABSOLUTELY GUARANTEED

Over 70,000 Thors in use to-day.

The Mainer Electric Company, Limited

WINNIPEG, MANITOBA

The Largest Electrical Supply House in the West.

A SATISFIED JOBBER

must have

QUALITY SERVICE PRICE

He must also be assisted by ADVERTISING

You will be satisfied if you handle

WILT DRILLS



The Wilt Twist Drill Co. of Canada, Limited

Walkerville, Ont.

Garbage Cans



THAT

Never Leak

HOT GALVANIZED

After all mechanical work is finished, **SMP** garbage cans are taken one by one and dipped in a bath of pure molten spelter, which completely fills the seams and gives the cans the spangle that your customers demand.

THREE SIZES

For both ashes and garbage your customer should buy one of each size.

SMP "QUALITY" TRADE MARK

Shipments Made Promptly

SMP "QUALITY" TRADE MARK

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Silver Plated Ware

Bearing this Trade-Mark

Has the weight, appearance and quality that makes it easily sold and highly satisfactory to your customers

Sectional plated where the wear comes most. 21% nickel base, which is harder, whiter and more durable than any other base used, which makes the most satisfactory, lasting Silver Plated Ware on the market.

Wm. A. Rogers (R) SXR Silver Plated Ware is the line to stock.



The "Abington" Cold Meat Fork

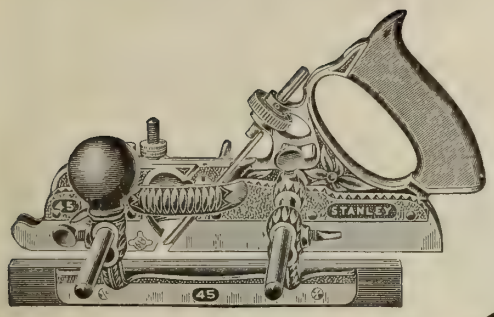
On account of its weight and beauty, you can easily ask a greater price, and get it.

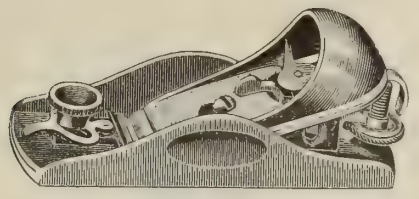
Our catalogue shows new and attractive designs in both Hollowware and Flatware. Write for *your* copy, and stock the line which is going to mean increased business for you this fall.

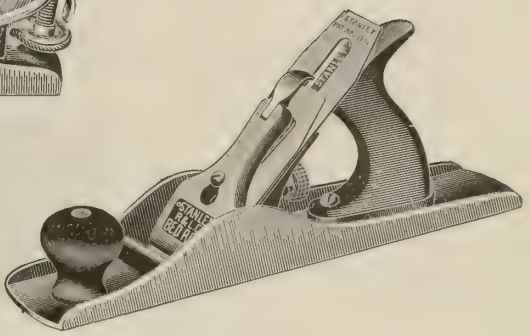
The Canadian Rogers Company, Limited

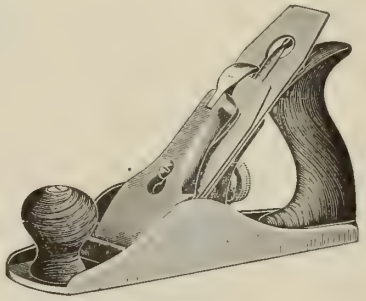
Sales Rooms:

Winnipeg	Toronto	Vancouver
Hammond Bldg., Albert St.	570 King St. West	Fairfield Bldg., Granville St.









Think—

Skilled mechanics always ask for "STANLEY'S PLANES."

Is it not far more profitable to sell them the "genuine STANLEY," which gives every satisfaction and holds them, than to sell them an inferior substitute and have them go elsewhere for the next tool they require?

The irons in these good planes are made from the best English steel, of equal thickness and temper throughout.

Each tool passes a rigid examination before leaving the works, and is fully guaranteed against defect in either material or workmanship.

For household and other purposes we have another make of Iron Planes made in all the leading styles and sizes, known as "Hunts," which sells at a low price.

Caverhill, Learmont & Co.

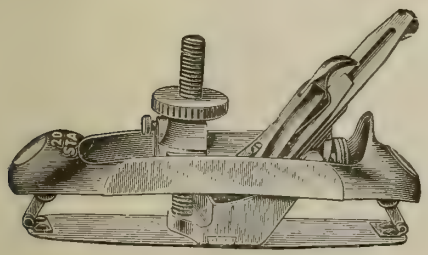
PLANE AND TOOL HEADQUARTERS

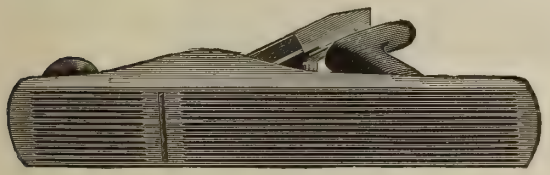
Montreal

124 Varieties in Stock to Select from.

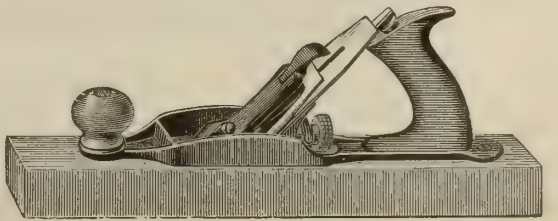
A Plane for Every Purpose.

Stanley's Line of Tools is Larger than ever. Ask for Complete Stanley Catalog.





Corrugated Bottom
Same price as plain.



AMERICA TROLLEY HANGERS

Tandem Trucks.

Doors can swing out.

Universal favorite for Warehouse, Garage Factory and Barn Doors.

Packed—one pair in a box with screws and bolts and three brackets.



Hardened Roller Bearings, very strong and well made. Lateral adjustments, anti-friction, forged-steel yokes and built for hard usage.

Rail brackets are corrugated and track is heavy.

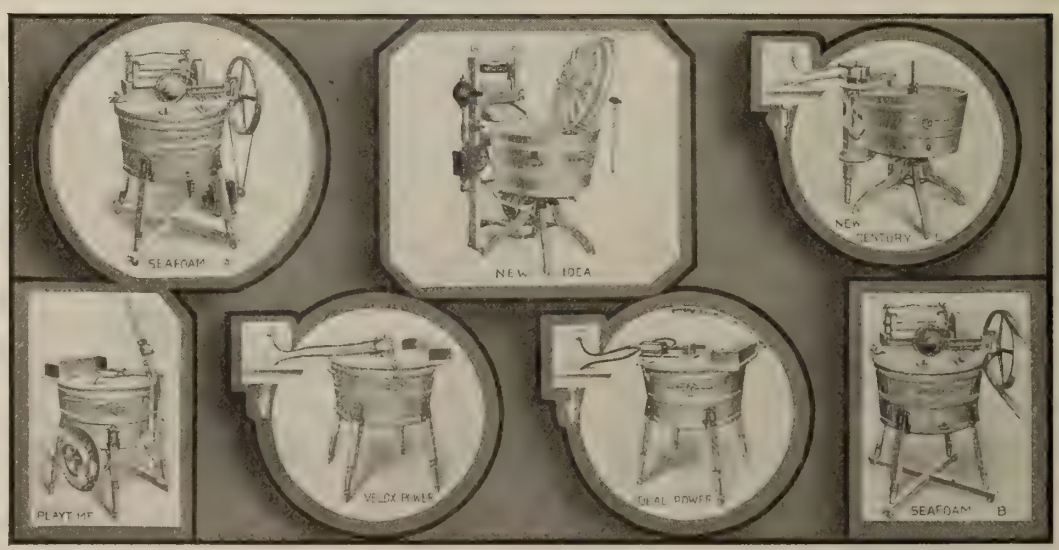
Recommended to give satisfaction.

WEIGHT PER DOZ. PRS. 115 LBS.

Canada Steel Goods Co., Ltd. **Hamilton, Ont.**

Magnets That Will Draw Warm Weather Business

MECHANICAL WASHERS AND WRINGERS



Electric Engine and Water Power Driven Machines that Embrace the Very Latest Features, including Swinging Wringer, Removable Tub, Etc.

Made by **CUMMER-DOWSWELL, LIMITED, Hamilton, Can.**

Agents—W. L. HALDIMAND & SON, MONTREAL H. F. MOULDEN & SON, WINNIPEG

The Steel Company of Canada, Limited

Hamilton, Ontario

We carry a large stock of Standard sizes from ⅛" to 12" (inside diameter) from which we can make immediate shipments of

WROUGHT PIPE

- Agricultural Pipe
- Bedstead Tubing
- Conduit and Signal Pipe
- Fencing Pipe
- Railing Pipe
- Steam and Gas Pipe

Black and Galvanized **Standard and Extra Heavy**





Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a **Clean Surface**, free from blisters and other irregularities.

Uniformity is a quality found in our pipe, both in material and workmanship, which increases the life and usefulness.

The Thread is of **Even** and **Perfect** cut, which insures a snug fitting with the coupling.

Every length is tested to 600 lbs. pressure per square inch.

LEAD PIPE

MADE OF THE BEST PIG LEAD

Soil or Waste **Composition Gas Pipe** **Fountain or Aqueduct**

Sales Offices:

HAMILTON	**MONTREAL**	**TORONTO**	**WINNIPEG**
VANCOUVER	**VICTORIA**	**ST. JOHN**	**HALIFAX**

"CLEAN" PROFITS

Some of the cleanest net profits in the hardware business come through the sale of

NICHOLSON-MADE-FILES

BRANDS:

Kearney & Foot—Great Western—American—Arcade—Globe

50 YEARS IN THE BUSINESS

OVER 50,000,000 FILES A YEAR

Because we control **every** process in the manufacture of these famous files—
Because we put into each one the crystallized experience of a half-century devoted to this industry—
Because we submit every file to the most searching inspection after each important operation—
Because we put every file to practical test before it can leave the NICHOLSON factory—
Every NICHOLSON-MADE-FILE you sell is **certain** to prove absolutely **satisfactory** in service.

The only "come-back" to NICHOLSON BRANDS is when your customers come back for MORE.

IN YOUR JOBBER'S STOCK

NICHOLSON FILE COMPANY

PORT HOPE, ONTARIO



"W & B" Screw and Drop-Forged Wrenches

The line is complete. There is a "W & B" for every shop service. The large and varied assortment makes it possible to get the one wrench with the particular kind of jaws or the special bend of handle to do work the easiest way.

Don't buy the "next best" size or the "next best" design. Get exactly what you want from the "W & B" line. Most jobbers handle. If yours don't, write us and we will see that you are supplied.

Write for Machinists' Catalog No. 82-X G.

TRADE W&B MARK

Tools of Quality Bear These Marks

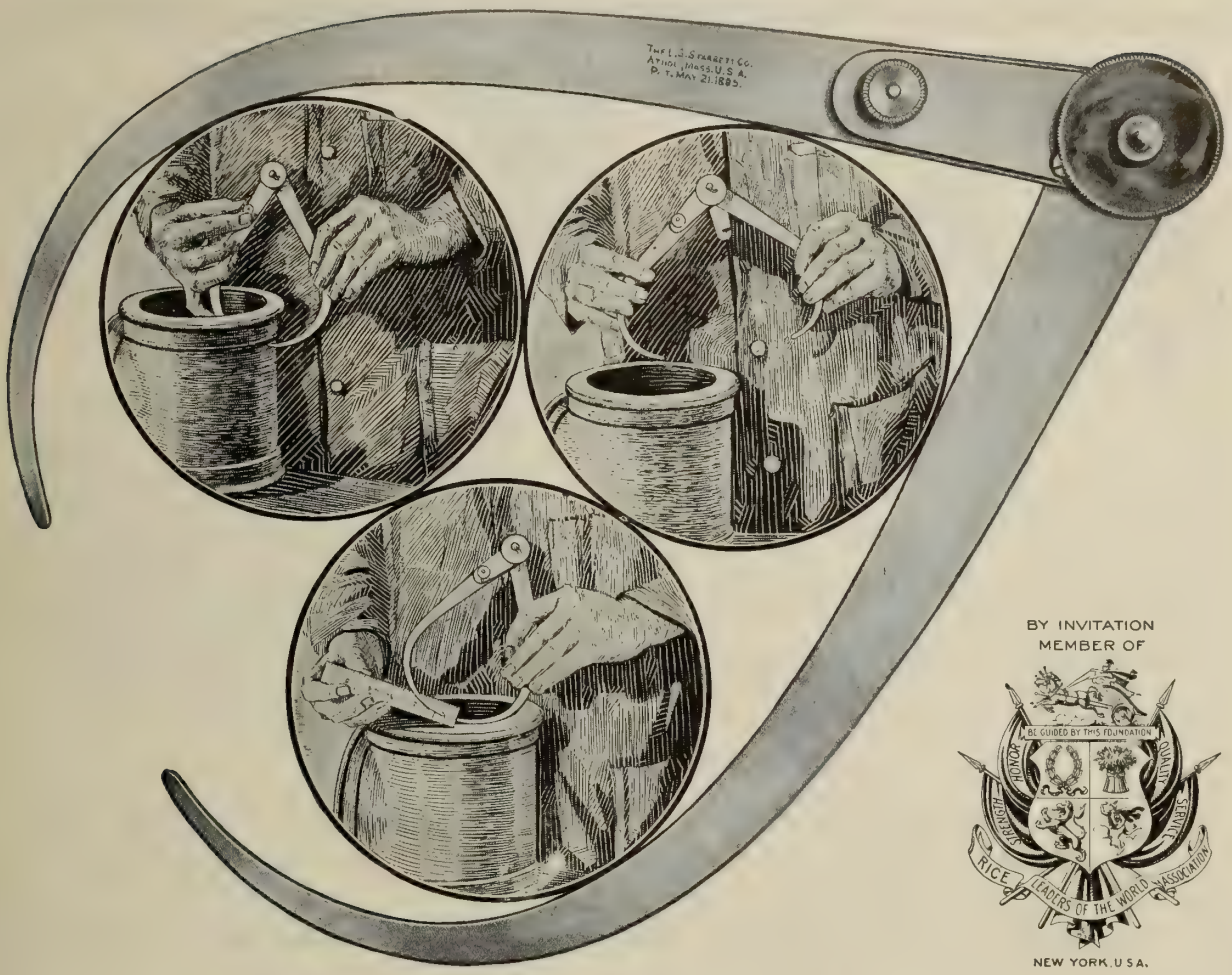
TRADE W B MARK

The Whitman & Barnes Mfg. Co.

AKRON, OHIO

Established 60 years.

OFFICE AND FACTORY—ST. CATHARINES, ONT.
Stocks carried at Winnipeg and Montreal.



BY INVITATION
MEMBER OF

NEW YORK, U.S.A.

Here's a Dandy Tool to Demonstrate!

These calipers will measure over flanges, ribs, bosses, etc., with perfect accuracy. They were invented and patented by Mr. L. S. Starrett and are, like all Starrett Tools, well made and serviceable. Hardware salesmen will find it a simple matter to demonstrate the value of

Starrett
Lock-Joint Transfer Calipers

A good example of the use of the outside calipers is shown in the illustrations above, in which a casting for a large pipe fitting is being calipered.

In the circle at the left the calipers are being set at the thickness of the casting below the flange. In the circle at the right, the leg of the calipers is swung out to permit removing caliper over the flange, **but note that the short leg is still in place.** In the lower circle the leg is swung back to the short leg and the opening between the points may be read from the rule.

These calipers are made in sizes from 4 to 24 inches and may be sold to shops and to many individual mechanics. They are Nos. 36 and 37 in our catalog. If you have not a supply, write us for some catalogs No. 20 M.A.

The L. S. Starrett Company

WORLD'S GREATEST TOOL MAKERS

ATHOL, MASS.

42-3

NEW YORK **LONDON** **CHICAGO**

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.



WIRE ROPE
FOR
HAY FORKS

Wire Rope for hauling threshing machines, house-moving, etc.

We manufacture all kinds of Wire Rope for all purposes.

Wire Rope Fittings Wire Rope Grease

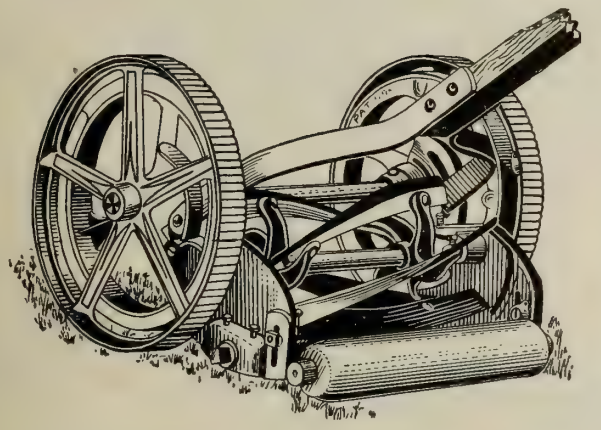
The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.

Don't Let Your Lawn Mower Stock Run Out

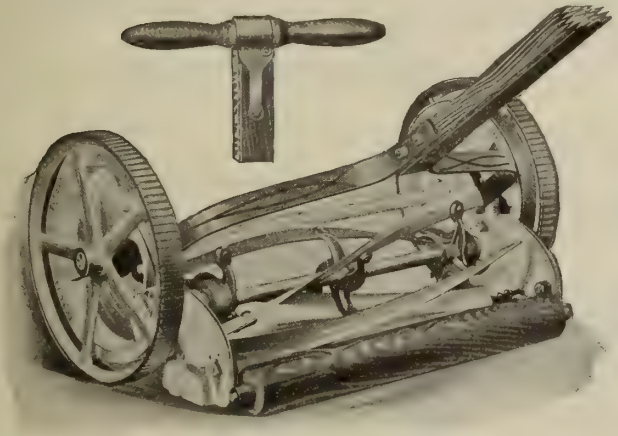
There will be a demand for another month or more

You cannot afford to lose sales by not having them on hand



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.



"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil-tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass-box attachment.

The Taylor-Forbes is a reputable line, and you'll find it very Profitable

Back of our mowers is a record of good service and our guarantee that we will replace them with new machines or refund the money if for any reason they should prove unsatisfactory.

If your jobber cannot supply you, write us and we will ship immediately.

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A Product Without a Peer

COPPER-BEARING STEEL SHEETS

BLACK GALVANIZED

RUST-RESISTING SHEETS

Send for a copy of "Scientific American," giving authoritative information regarding the alloy of Steel with Copper. It will be interesting and useful to you if you are using Black or Galvanized Sheets.

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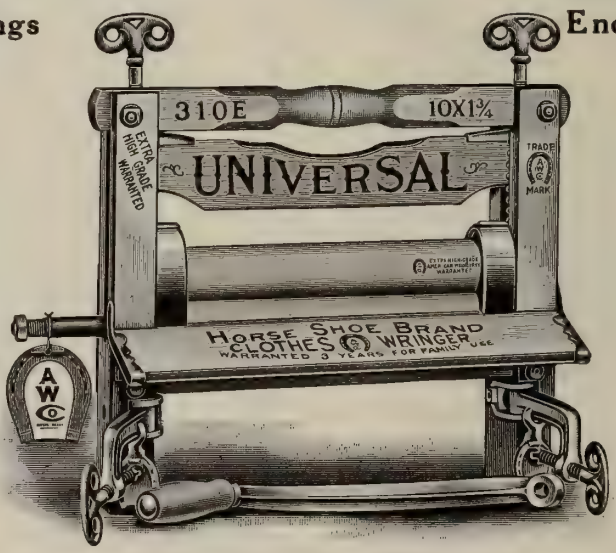
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UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

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No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

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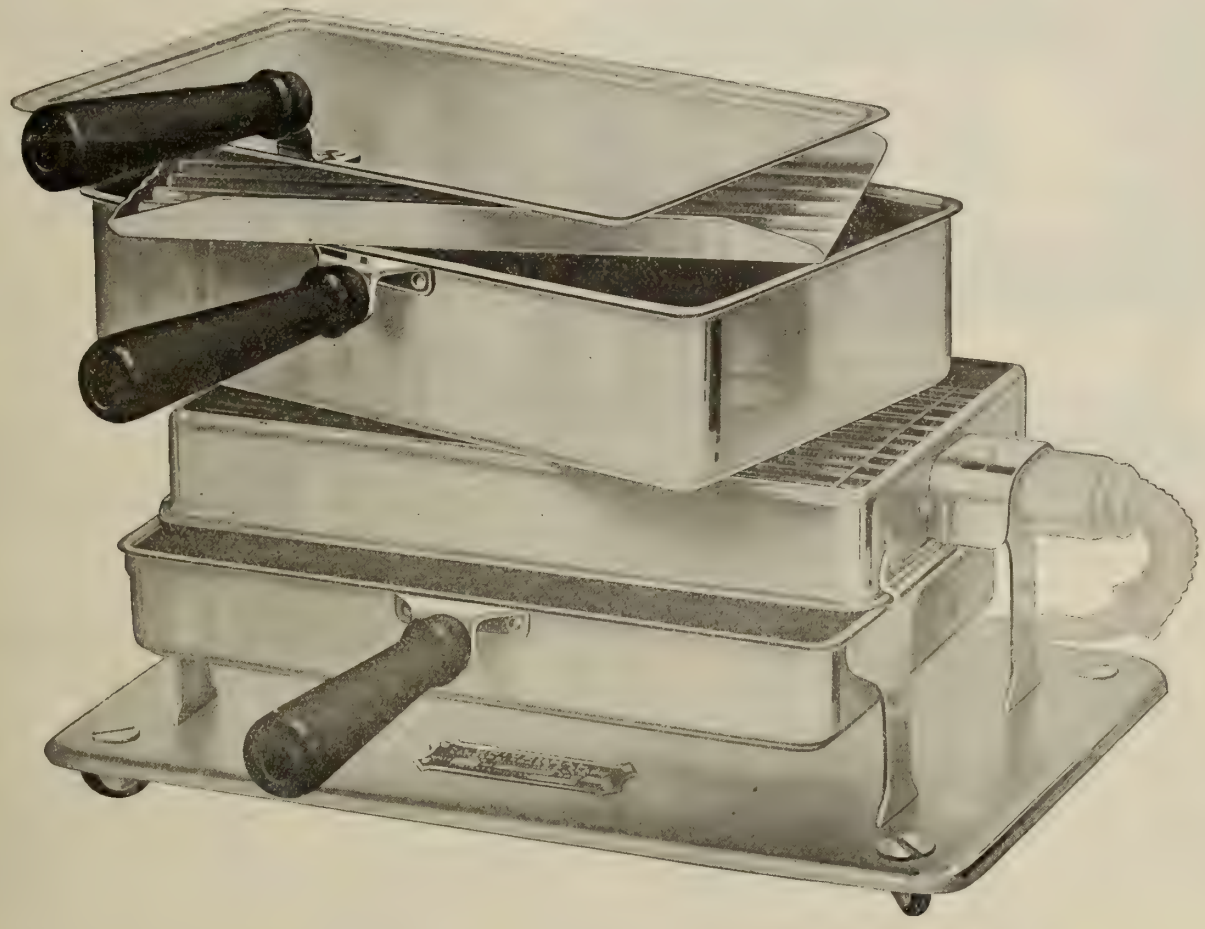
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NEW YORK, - U.S.A.

UNIVERSAL ELECTRIC GRILL



THE ELECTRIC TABLE GRILL after the Electric Irons is the best selling appliance on the market.

This compact device will prepare food quickly, perfectly and daintily at any time. Allows cooking both above and below the heating coils at the same time. Boils, Broils, Toasts, Stews, Fries. Of unlimited usefulness in an apartment.

Carefully designed to produce the greatest possible efficiency. The heating element is carried nearer to the ends of the frame than in any similar device, insuring an even spread of heat, cooking thoroughly. The frame is insulated from the heating coils to prevent waste of heat. The pans are of extra depth, giving large capacity.

Made carefully to give long satisfaction. The tray has insulated feet, is inseparably fixed to the frame. The pans fit the frame, set evenly and slide easily under the heating coils. Heavy nickel-plated, high-polished finish. Special attention has been given to the inside of the pans. No turned-in edges to make cleaning difficult.

Heating Surface 7⅝ x 4½ inches. **Depth of Pans 2 and 1¼ inches.** **Depth of Griddle ¼ inch.**

No. E981 Nickel-Plated Retails for $5.00 each.

Complete with six-foot, mercerized, silk finish, flexible cord.
Packed one in a carton. Weight packed 5¾ lbs.

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"QUICK MEAL" WICK OIL STOVES



WITH GLASS FOUNT

Strong, powerful and easily regulated Burners, Automatic Chimney Lifting Device, Blue Porcelain Enameled Burner Drums.

Exclusive town agencies granted.

Also, "Quick Meal" Evaporating Gasoline Stoves.

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With an Interesting Assortment of

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FULL PARTICULARS OF DATE AND ADDRESS WILL BE ANNOUNCED IN THE LEADING LOCAL DAILY PAPER.

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The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

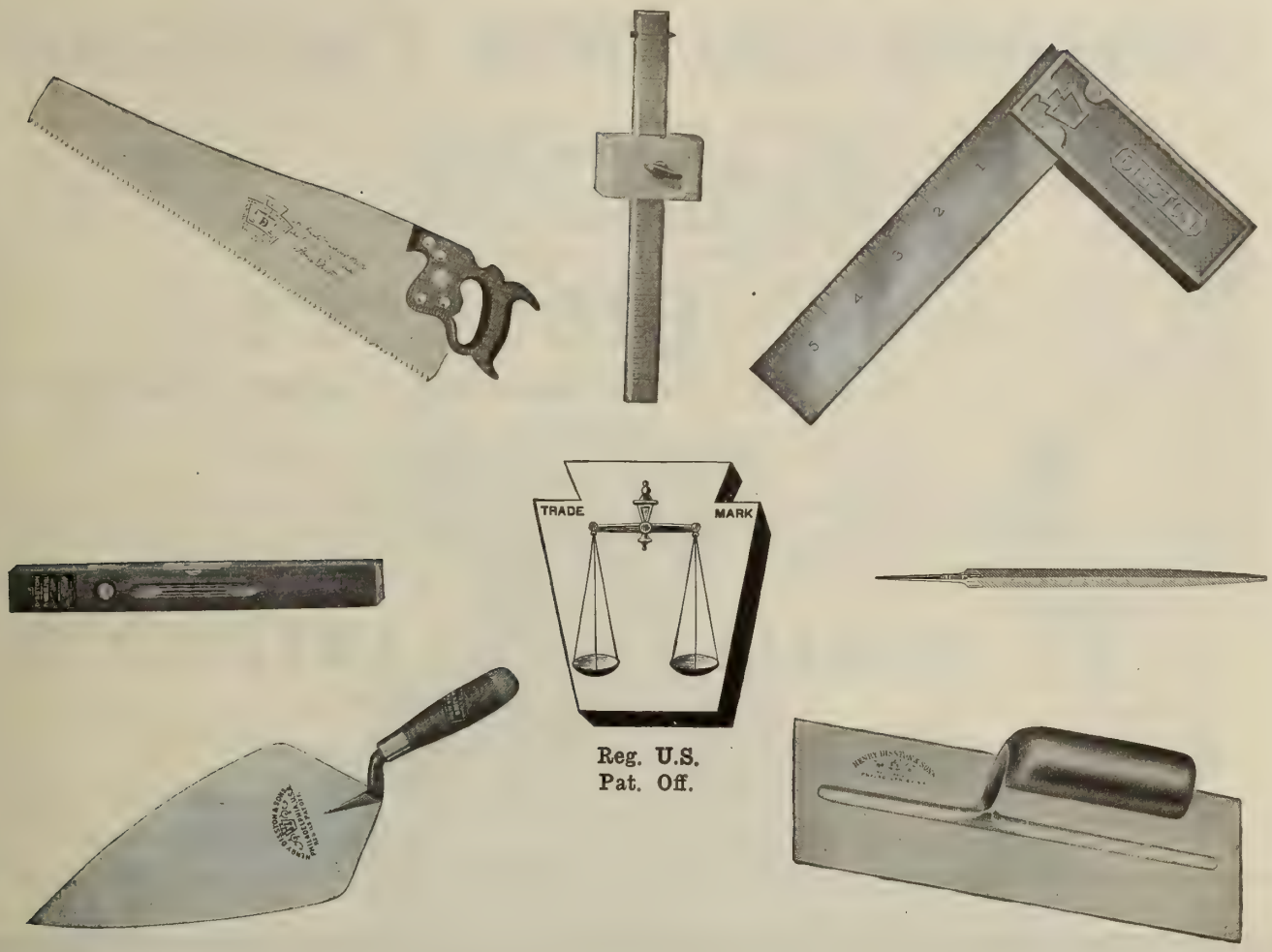
No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

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The Disston Standard of Quality Applies to Every One of Their Products

From the beginning, 74 years ago, a high standard was set for Disston Brand Goods. This standard has been raised to keep pace with the advance of the times. So high is this standard that both dealers and mechanics have come to look upon a Disston Saw or Tool as the standard by which to judge all others.

Henry Disston, himself a finished mechanic, insisted upon sending his sons into the shop to learn the business as he did. Realizing the importance of this early training, his sons in turn placed their sons in the shops until they thoroughly understood the manufacturing end of the business.

This means that the sons and grandsons of Henry Disston, who to-day manage the great business which he established, are all practical men. They know the business from the ground up, which assures a maintenance of the efficiency and high quality of all products manufactured by the Disston Works.

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U. S. A.

The Largest Works of the Kind in the World

50 Acres **58 Buildings** **3600 Employees**

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The Bissell Sweeper ranks high among the generally used household utilities. There is probably no other labor-saving article in the home that furnishes so much genuine comfort and convenience, even at several times the cost. No other utensil is so frequently needed by the housewife.

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"CYCO" Ball Bearing Carpet Sweeper

is pre-eminent in its field of usefulness.

It is the handy, inexpensive cleaning device for every-day use.

Consistently advertised and sold under a sincerely conceived business policy which aims at a liberal co-operation with the dealer in the sale of our goods and which, through standard prices that are universally observed, insure him a reasonable profit, the Bissell sweeper has become a staple whose constant growing popularity is evidenced by the steady increase of our sales from the inception of our business to the present time.

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GRAND RAPIDS, MICH.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

BRANCHES:

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(Sales and Stock-rooms and Export Department)
25 Warren St.

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(Factory)

PARIS, FRANCE; LONDON, ENGLAND—Agency.

WE ARE NOT AFRAID TO HAVE THE SEARCHLIGHT ON



AS EACH ONE IS MADE SCIENTIFICALLY EXACT & THOROUGHLY TESTED BEFORE BEING SENT OUT.

MANUFACTURED BY WILLIAM NEWMAN & SONS LTD. BIRMINGHAM.

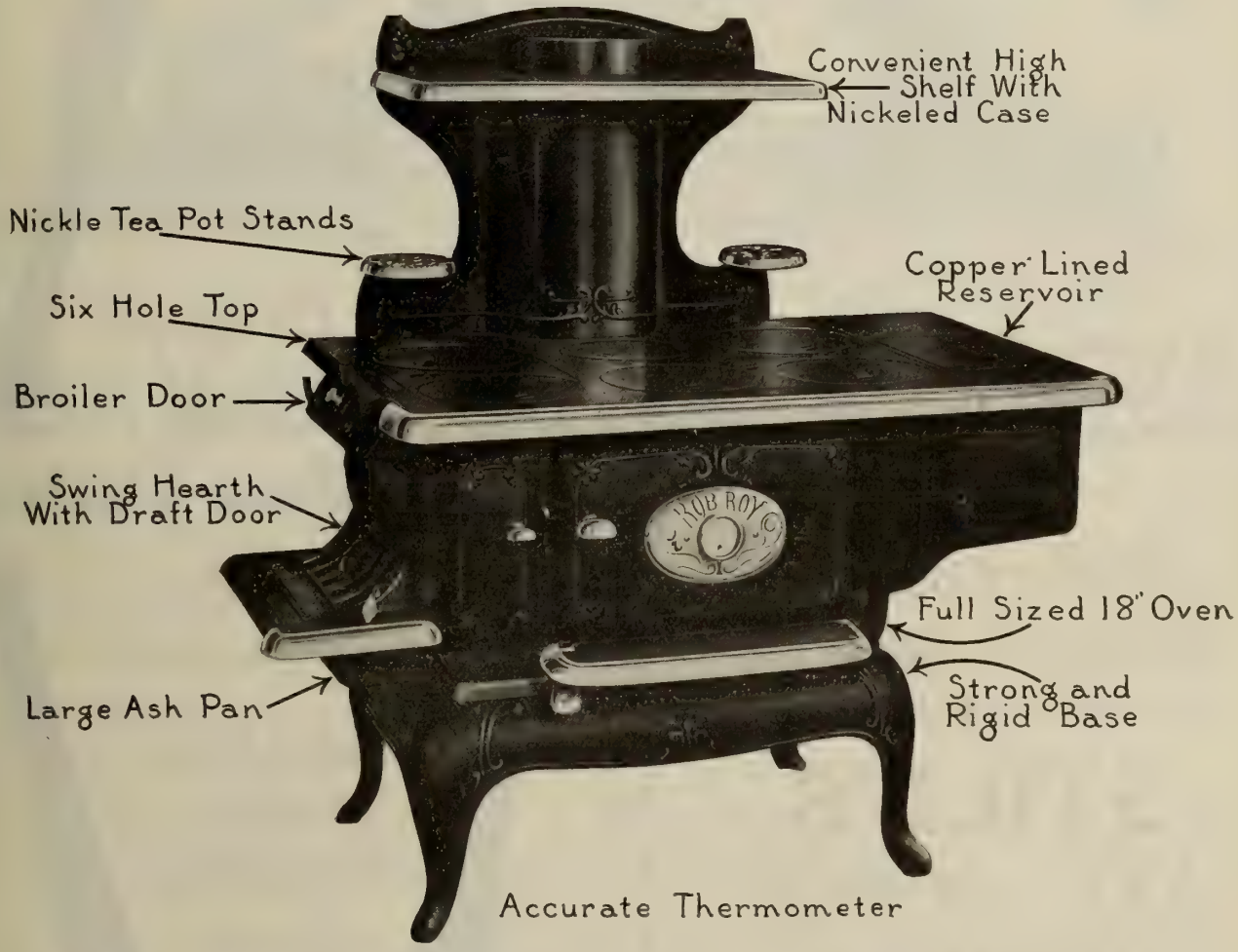
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"ROB ROY" RANGE

Attractive and Handsome Appearance



Its "twice around the oven" flue construction saves heat waste.

It has a six-hole top and a full size 18" oven.

It's very moderately priced.

Its fire-box has semi-steel linings.

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And a Broiler Door.

And many other sound features—we are anxious to send you more particulars—as postal request will bring them—why not write?

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LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON

GIVE THE HOUSEWIFE WHAT SHE WANTS



When she thinks of oil stoves, she thinks of the

New Perfection
WICK BLUE FLAME
Oil Cook-stove

That's what consistent advertising of a thoroughly reliable stove has done.
New Perfection Stoves are made in 1, 2, 3, and 4-burner sizes. No. 5 model has the new fireless cooking oven, which makes it a perfect cooking equipment for any kitchen. See it at any Imperial branch office.

THE IMPERIAL OIL COMPANY, LIMITED
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SATISFIED CUSTOMERS QUICK TURNOVER

are the results in selling

STILL'S AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

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LIMITED
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No. 1 No. 1



Goodell-Pratt's

No. 1

The Original Turret Head Glass Cutter

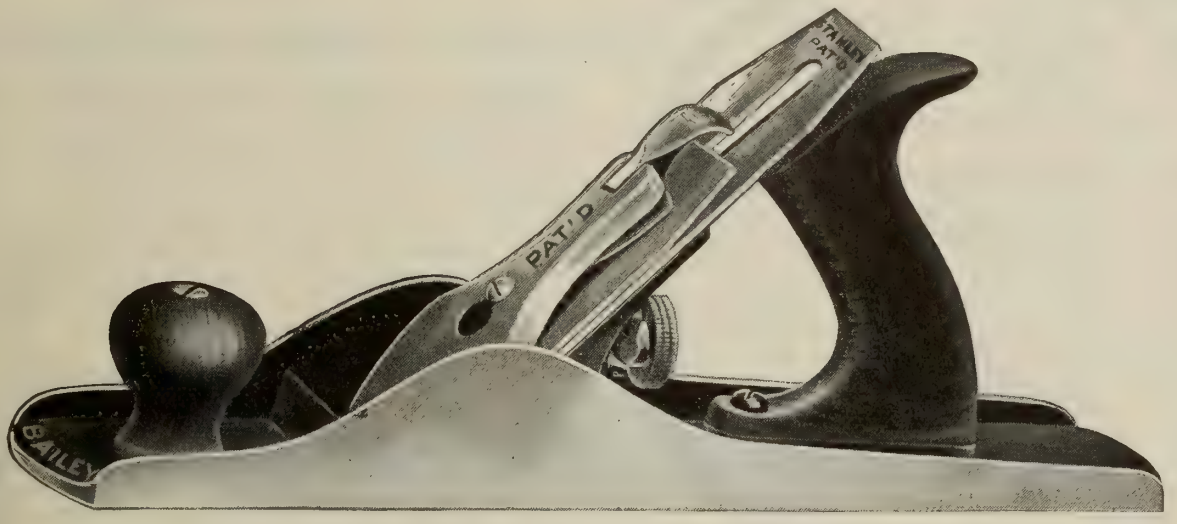


Every Wheel Honed Twice and Tested by Cutting Glass

Goodell-Pratt Company
Toolsmiths
GREENFIELD, MASS., U.S.A.

No. 1 No. 1

Stanley Tools



BAILEY IRON PLANES

"Bailey" Iron Planes have been in use for nearly fifty years, and are the recognized standard for Planes of this type.

While retaining all the original features, many valuable improvements in construction have been added from time to time. Only the finest materials and the best workmanship are used in their manufacture.

These planes are now made in our Canadian Works, where we are prepared to make immediate shipment of all orders sent us.

Always insist that your order be filled with Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

YALE



Sell the Yale Screen Door Closer and Capitalize the "Swat the Fly" Campaign

Tell the progressive merchants in your locality, the best way to get rid of the fly is to keep him out of the store and home by equipping all screen doors with a Yale Screen Door Closer.

Good straight talk on the prevention of contamination of foodstuffs, fruit and vegetables will produce results throughout the entire summer.

Stock these Screen Door Closers now and write for our new snappy counter card "STOP THE SLAM".

Canadian Yale & Towne Limited

Makers of Yale Padlocks in Canada
Locks, Padlocks, Builders' Hardware and Door Closers

General Offices and Works: ST. CATHARINES, ONT.



JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

Auto Accessories of Standardized Quality Plus Standardized Service

Change places with your customer. Imagine yourself one of the many thousands of car owners who use and buy automobile accessories.

¶ Would not the guarantee of a $5,000,000 corporation, backed by a Service in actual operation in every important city of North America, be a great—if not a deciding factor—in your purchase?

¶ Such is the Johns-Manville guarantee on Johns-Manville Automobile Accessories—and such is the efficiency of Johns-Manville Service.

¶ And remember that you are able to offer your customers this two-fold assurance of satisfaction at no extra cost.

Carter Carburetor

Multiple-Jet Principle

Works WITH the Engine—NOT AGAINST It



Never "lags" or "drags." Built on a principle that gives the engine complete automatic control over the amount of fuel consumed.

Effects a real increase in economy, flexibility and power. Allows lowest throttle, insures quickest "pick-up," and estimated conservatively, saves 10 per cent. on fuel.



Long Horn

Sure as a Hammer on a Gong.

A mechanical horn independent of all electrical apparatus, eliminating all possibility of breakdown. Its mechanism is one compact unit, directly under your control. There's nothing to get out of order. It **won't** fail, because it **can't** fail.

$12 **First cost the only cost**

The Long Horn shouts its warning or drawls it out. You use it instinctively just as you do your voice. It defies wear and tear, costs nothing to keep, and outlasts the car.

JM Lens (NON-BLINDING)

Gives Daylight Safety to Night Driving.



Illuminates the roadway clearly in front of the car, yet does not throw a blinding glare into the eyes of motorists or pedestrians. This is made possible by a front glass of pronounced curvature, frosted over its entire surface with the exception of a clear space slightly below the centre, about 3x5 inches, through which a powerful searching beam is projected, forward and downward, on the road. Does away with the necessity of side lights. Requires no special attachments, and is easily fitted to any lamps in place of the old-style front glasses.

Made in sizes to fit all standard lamps

$6 Per Pair

Other Johns-Manville Accessories

Jones Speedometer; Johns-Manville Shock Absorber; J-M Mobilite Electric Lamps; Red Seal Dry Batteries; Arnold Electric Vaporizer; J-M Fire Extinguisher; J-M Non-Burn Brake Lining; J-M (Mezger) Soot-Proof Spark Plug; Arnold Electric Heating Plugs; J-M Automobile Tape; G-P Muffler Cut-Out; "Noark" Enclosed Fuses.

Write nearest Branch for booklets and proposition to dealers.

THE CANADIAN H. W. JOHNS-MANVILLE CO., LTD.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

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2444

We are working day and night to catch up!

Our factory is a-hum with business and both our night and day shifts are hard at work taking care of the big business you have been sending us, For that we thank you and we also apologize to those few customers who have complained in the recent past over delay in our deliveries.

There should now be no more such complaints if we can humanly forestall them. We would just suggest that our customers kindly send their orders in good time and we will greatly appreciate it, and aid us in keeping up the good reputation of "Metallic service."

"Metallic" Building Materials

Eastlake Steel Shingles,
Metallic Ceilings,
Metallic Sidings,
Metallic Lath Ventilators,
Granaries,
Corrugated Iron (curved and flat), etc., etc.

Let us help you close business— Send us particulars of the jobs you are figuring on. We are prompt with suggestions and quotations.

The Metallic Roofing Co. of Canada, Ltd.

Manufacturers

Toronto, Ont. **Winnipeg, Man**

The free, straight, unobstructed passage through JENKINS BROS.' "Y" or BLOW-OFF VALVES



Fig. 13H.

Extra Heavy Pattern Brass "Y" or Blow-off Valve Screwed. Get them at your dealers.

makes them particularly adapted for blow-off service, and they are very successfully used for a variety of other purposes, especially where thick fluids are handled, as in chemical, dye and fertilizer works, refineries and other manufacturing plants. Have renewable discs and seat rings. Made in Brass or Iron, in Standard and Extra Heavy Patterns.

Catalogue mailed free upon request.

JENKINS BROS., Limited

103 St. Remi St., MONTREAL

DAVIDSON'S NON-EXPLOSIVE
Premier Underwriters Safety Gasoline Cans

Specially made for Gasoline, Benzine, Alcohol and all highly inflammable explosive liquids. Saves 30% Evaporation, and preserves the volatile qualities of the oil or spirits.



Strong and Superior Construction—Finished in a beautiful Japan Red.

The principle of this Can for safe storing of Gasoline depends upon the same fire-stopping property of wire gauze that gives absolute safety in use, to the celebrated "Davy" mining lamp. *The brass tube* extending into the tank is covered at its base by wire gauze and is sealed at the top by an automatic valve which practically makes it air-tight. If fire occurs near or or around the tank and excessive gas is formed by the heat, this valve opens automatically and allows the dangerous gas to escape.

In case contents of Can are ignited the vapor escaping through the gauze-protected tube will burn quietly and harmlessly at the orifice without exploding.

Tested by the most competent Engineers and accepted by the Underwriters, its use is therefore a positive safeguard to human life and property, and will reduce your insurance rates to the minimum.

—Three Sizes—

1, 2, and 5 gallon.

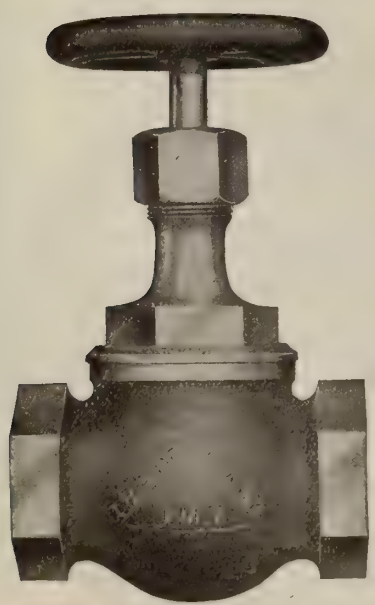
Write for Prices.

The Thos. Davidson Manufacturing Co., Ltd.

Montreal **Winnipeg** **Toronto**

There is PROFIT for you, and SATISFACTION for your

customer in every Morrison Valve. Renewable disc—enables the valve to be made good as new in a few minutes for a few cents. Extra large and powerful body—giving free flow and ability to withstand severe usage. The ULTIMATE in valves.



Tested for Upwards of Twenty-five Years.



The James Morrison Brass Manufacturing Co., LIMITED

93-97 Adelaide Street West, Toronto, Canada

A Valve or Cock for every purpose.



DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Straightened and Cut to Length

Wire Nails—all standard and special gauges

Coiled Steel Spring Wire

Galvanized Barb Wire

Barbless Twisted Wire

Wire Rods

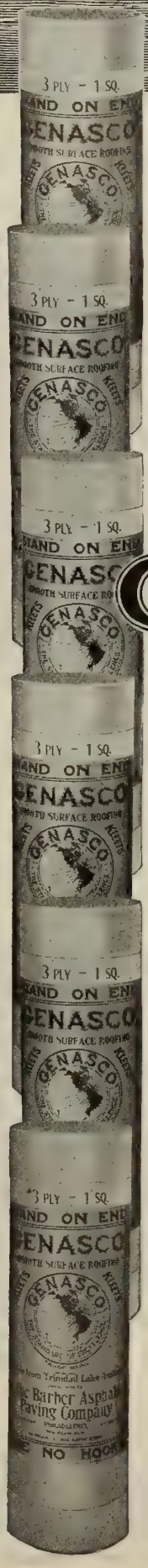
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Dominion Iron & Steel Co., Ltd.

Head Office and Works, Sydney, N.S

SALES OFFICES:
Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toron





Trinidad Lake Asphalt Waterproofs Genasco: the Kantleak Kleet Waterproofs the seams.

That's the combination, Mr. Merchant, that gives the superb strength and weather-resisting qualities to the modern, enduring, economical roofing.

Genasco
THE TRINIDAD-LAKE-ASPHALT
Ready Roofing

It gives the lasting service that customers have wanted and have never so completely found in roofing before.

It gives you a lead in making sales, and is securing unbounded satisfaction and larger patronage.

Don't miss your opportunity! Order now from your jobber. Write us for samples and full information.

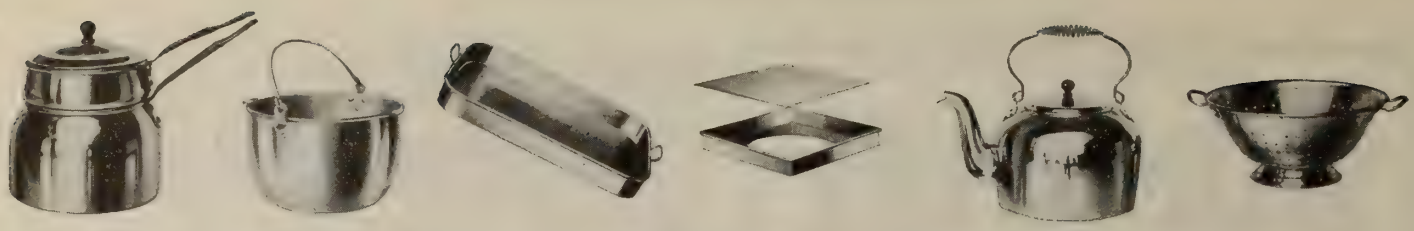
The Barber Asphalt Paving Company

Largest producers in the world of asphalt and ready roofing.

Philadelphia

New York **San Francisco** **Chicago**

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Canadian Asphalt Co., Ltd., Winnipeg, Man.
Branches Ottawa and Toronto.
Evans, Coleman & Evans, Ltd., Victoria, Vancouver, B.C.



Some Reasons Why "Wear-Ever" Utensils Outsell All Others

WEAR-EVER



Battle Creek Sanitarium, Battle Creek, Mich.

Three Kitchens Equipped

We have been using **"Wear-Ever"** Aluminum for several years, and find it to be very desirable because of its durability. There is no granite to chip off and no rust caused by acid fruits.

We have almost fully equipped three large kitchens and it is giving perfect satisfaction. We shall continue using aluminum ware in preference to any other kind of utensil we would be able to purchase.

Battle Creek, Mich., July 25, 1912.

The Battle Creek Sanitarium, Sanitarium Store Dept.

O. C. Edwards

Institutions Like These Use and Recommend "WEAR-EVER"

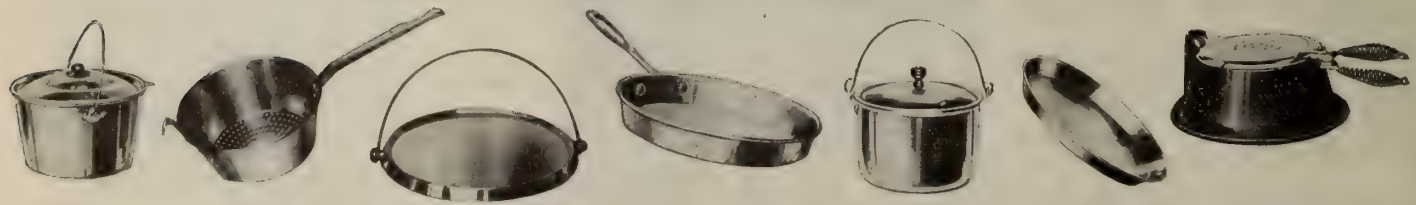
No place do utensils receive so much hard usage as in these kitchens. That **"WEAR-EVER"** is recommended and used by so many large or prominent hotels and institutions, (a complete list on application) speaks well of it. Surely it's the safe and only kind to sell your customers.

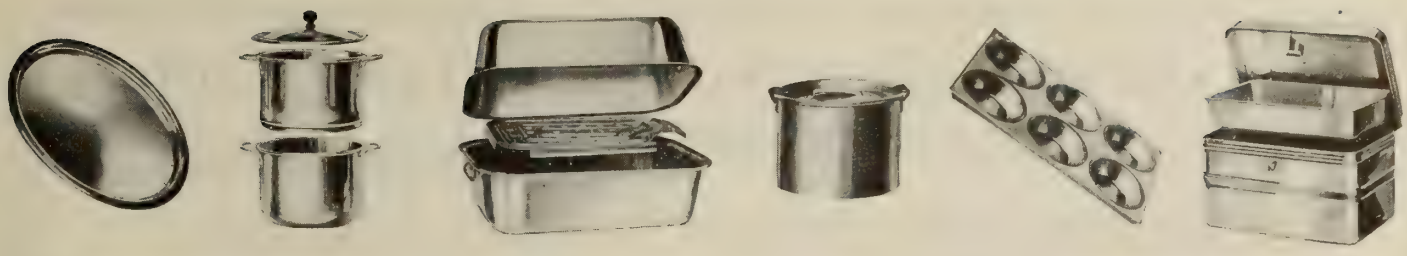
WEAR-EVER



Window Display—T. Eaton Co., Limited, Toronto.

DISPLAYS LIKE THESE HELP SELL IT











WEAR-EVER

WEAR-EVER

The **"Wear-Ever"** MAGAZINE is written and published to assist in increasing the sales and general efficiency of your store.

It shows how others are selling the goods, their prize-winning window displays and the arrangement of their stock. It has well-written business articles. It suggests new developments of business. Worth reading and worth keeping. Send for a copy.

The Fundamental "Why"

The enormous pressure of rolling mill and stamping machine makes the metal in **"Wear-Ever"** aluminum cooking utensils dense, hard and smooth. The "case-hardened" surface of the metal is made still harder by electricity—which makes the inside of the utensil darker, smoother, less liable to be discolored and more easily cleaned.

"Wear-Ever" Aluminum Utensils

are stamped from thick, hard sheet aluminum—are made without joint, seam or solder. The less aluminum is heated and the more it is "worked" the harder it becomes. Consequently stamped utensils are rigid, are not easily dented nor softened by being heated. These are the reasons that you can tell your customers why she or he should buy **"Wear-Ever."** These are the reasons why they'll come back for more.

Better send for printed matter giving more particulars. It will be a step on the right road to Aluminum Ware Profits. A card will do.

The Aluminum Cooking Utensil Co.

"Wear-Ever" Utensils are made in Canada by Northern Aluminum Co., Limited, Toronto, Ont.



High-Grade Silverware and Table Cutlery

The Niagara Pattern illustrated herewith makes an immediate appeal to the buying public because of its exceptionally graceful lines and artistic simplicity.

It looks good to purchaser and never disappoints because it gives big service.

Let us give you full particulars and prices.



NIAGARA HOLLOW HANDLE



No. 611
NIAGARA TEA SPOON

The McGlashan, Clarke Co., Limited

Niagara Falls, Canada

Sales Manager: MR. N. F. GUNDY, 61 Albert St., Toronto, Ont.

Our Eavestroughs are still the Standard, always the same, and no trouble to fit together.

Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights, Ventilators and

CORRUGATED IRON



We ship while others are thinking about it.

Wheeler & Bain

TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Every Progressive Hardware Dealer Should Stock the "Bayard" Automatic Pocket Pistol



The "Bayard" 32 cal. pocket pistol is only $4\frac{3}{4}$ in. long, $3\frac{3}{8}$ in. high, $\frac{7}{8}$ in thick, weighs about 16 ozs. and has an initial velocity of 837 feet per second; will penetrate 4 inches of pine at 10 yards, and three inches of pine at 100 yards. Insist on your jobber supplying you with the "Bayard," or write for descriptive booklet.

McGill Cutlery Co., Reg'd., P. O. Box 580, Montreal

Some of the Reasons why "You" Should Handle Buffalo Brand Oils, Lubricants and Specialties

MANUFACTURED BY

PRAIRIE CITY OIL COMPANY, LTD.

Winnipeg - Manitoba

1. Because they are never sold direct to the consumer, but to dealers only.
2. Because the Prairie City Oil Company, Limited, is the ONLY Oil concern in Western Canada who protects the dealer in this way.
3. Because "Buffalo Brands" are put up in handy sizes, in handsome lithographed cans, which makes handling easy and gives a splendid opportunity for effective window decoration. The Prairie City Oil Co., Ltd., were pioneers in this regard.
4. Because being so well and favorably known they are constantly asked for, and the time spent in trying to persuade customers to accept something claimed to be "equally as good," but which in reality is vastly inferior, is saved.
5. Because they cost no more than inferior goods, and it pays to handle "only the best."
6. Because the quality of "Buffalo Brands" is the highest standard obtainable, is always uniform, and you are assured that when you re-order, the goods will be **exactly** the same as before and not a cheap substitute.
7. Because our files show hundreds of voluntary testimonials from merchants and users which prove the satisfaction "Buffalo Brands" have given.
8. Because in handling "Buffalo Brands" you are supporting a home industry, backed by Canadian money and not CONTROLLED BY ANY TRUST OR COMBINE.
9. Because our selling staff is at your disposal to help you close sales by personal assistance, information or advice.
10. Because our Plant is new and up-to-date, our facilities are good, shipments prompt, and carefully looked after by an experienced and competent warehouse staff.
11. Because "Buffalo Brands" will increase your sales and consequently your profits. The best-looking goods are the easiest sold.
12. Because "Buffalo Brands" are sold under an absolute "Money Back" guarantee, and you run absolutely no risk in handling same.

WHERE ARE YOU ON THE MAP?

No matter where you are we have a factory close to you. We can give you quick service.

Our products are as good as any other—better than some. But we do not merely sell you the products—they are backed up by *an unequalled* service in our line.

Eight Big Factories—Over 2,350 Employees will serve you.

MONTREAL TORONTO PRESTON WINNIPEG SASKATOON EDMONTON REGINA CALGARY

All factories are situated on one or more railroad lines and we have private sidings into our yards. This means quick loading and quick delivery.

Special Service Departments keep after the railroads to see that all shipments are rushed through in the quickest possible time.

WE ARE FOLLOWING THE PEOPLE AND THE RAILROADS.

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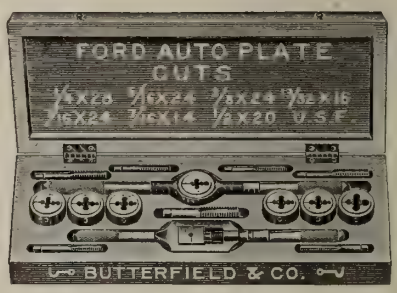
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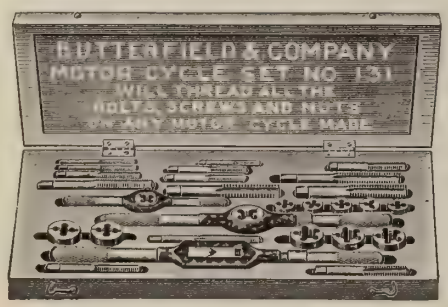
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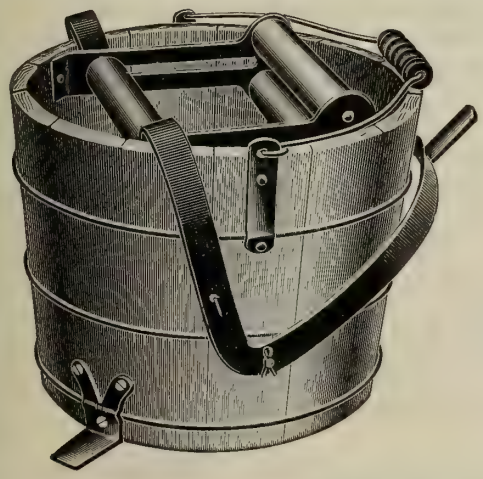




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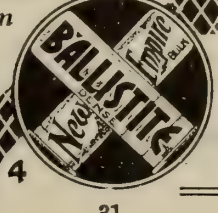
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4

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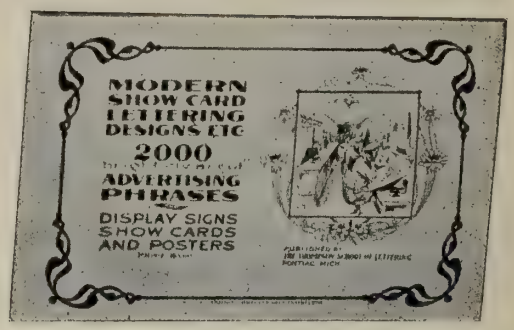
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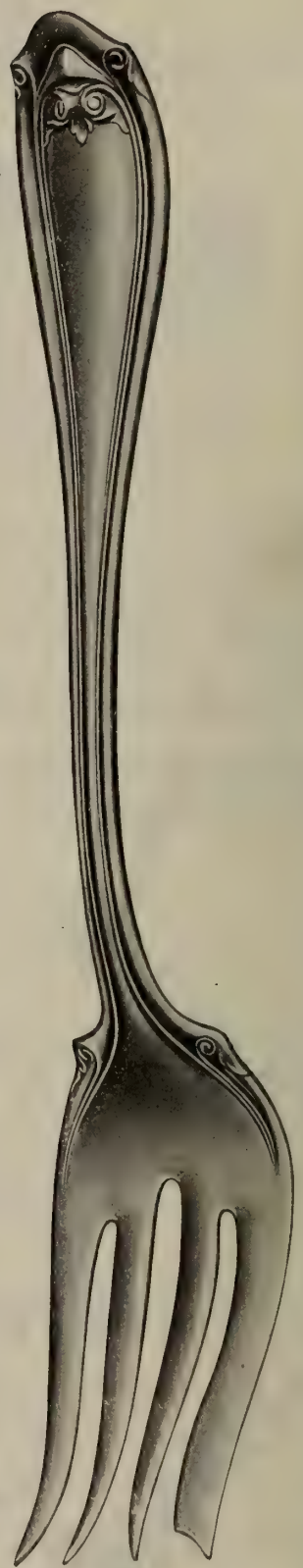
Pattern has Tickled Popular Fancy

the character of the design appeals to the refined taste of the intelligent buyer, and the quality in the goods convinces those desiring lasting value in return for their money.

The ready sale and the margin of profit makes the "Abington" a profitable line to carry. Our travellers are now calling on the trade. We shall be pleased to send you a copy of our new catalogue for your reference.

Trade TRADE R MARK **Mark**

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JULY 4, 1914. No. 27

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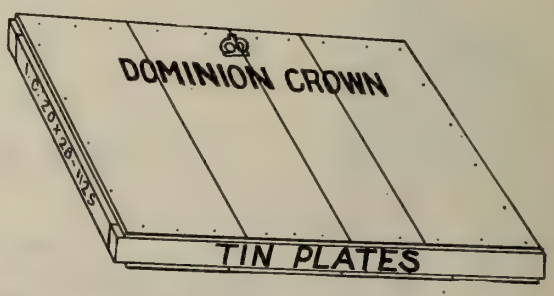
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HARDWARE AND METAL

Vol. XXVI. JULY 4, 1914 No. 27

A Comparative Census of Store Co-operation

Of Twelve Stores Visited One Only Showed One Hundred Per Cent. Efficiency — Lack of Balance Between Different Departments is Chief Cause—Each Store Had Some Good Points.

Written for Hardware and Metal by Norman Lowe.

I CALLED on twelve retail hardware stores in a Canadian city recently that represented a fair average of the trade, from the small store of the suburban dealer to that of the large and thoroughly modern store that is one of the best of its kind in Canada. The excuse for my call was the inquiry for a staple article of hardware that is closely associated with the building industry, and a call for which should indicate to the dealer that the customer will in all probability require many other articles other than the one directly asked for. The compiled results are interesting as a human document, illustrating as they do that we are all one under the skin; that the smart city store depends, in the last analysis, upon the same selling material as the small cross roads dealer; i.e., the personality and efficiency of its salesmen.

Neither the clumsy and sale-killing approach, nor that variety that immediately puts the customer at ease and in a receptive mood, were found to be peculiar to any one type of store, nor to either hired clerk or the store proprietor.

A general compendium of the sum total of results is best expressed as follows: of the twelve stores, no one offered any downright discourtesy, but in only four of them was I waited upon directly when no legitimate cause intervened. This statement does not take into account such cases as involved the clerk finishing waiting upon some other and earlier customer, but only those cases in which the clerk was idling with some friend, sweeping up, etc. In only five cases did the salesman ask for my address, presumably with a view of getting in touch with me for other building material. Worse still, in only two cases did he suggest some other building lines that I might purchase there. Of the twelve stores, five had tinsmith shops, and of these only one volunteered that information and asked for an opportunity to do that work on the building. Of the twelve, ten of them were prompt in their replies as to the price; of the remaining two, one had to call the jobber up, and the other kept me waiting for twenty minutes until the proprietor came in. Of the prices offered on an article that at best usually offers a very small margin of profit but two were alike, and there was an increase of 37 per cent. over the lowest figure for the highest. The two stores that had equal prices quoted the lowest price of any.

The one store of the twelve that was the beau ideal of all-round efficiency in window trim, store interior and salesman, priced the article at 12½ per cent. over the lowest price. The latter meant a total loss to the store that sold at that price. Hence, the one store that showed complete efficiency in other departments was the one that offered the goods at the regular price that embraced a small profit.

Five of the stores had good window trims; three had excellent ones. These three stores were the only ones of the five that had well-arranged interiors; but of the seven remaining stores that had poor windows, three had good interiors, making a grand total of six. The one first-class store was the only one that exhibited a first-class salesman, who gave his prices without any hesitation, was solicitous without being obnoxious, was courteous and pleasant, and who, when I left, bade me good-day, and smilingly told me to come in at any time for information. The other extreme was illustrated by a patronizing youth who smoked a pipe and replied in monosyllables to my questions. One man, who happened to be the proprietor of another store, endeavored to create a good impression by a crude hail fellow, well-met manner, but the unkempt appearance of himself and store was against him, and if that had not been enough, he followed me to the door and with pathetic eagerness offered to cut the price still further when he saw that I would leave empty-handed, which proceeding on his part would be more apt to engender suspicion of his prices and goods than to induce the customer to buy. Eight of the twelve salesmen showed fair ability in selling once they had learned my wants, even in the case of those who were inattentive when I first entered the store. On the other hand, some who were most prompt in greeting me upon my entrance fell down lamentably in sales talk. As previously stated, one man only showed complete efficiency from the time of the approach to the close of the conversation.

A comparative table of the results shows the following percentages of efficiency in the different departments:

Downright discourtesy, entirely absent; prompt attention upon entrance of customer, four stores out of twelve, or 33 1/3 per cent.; inquiry as to customer's name and address, five, or 41 2/3 per cent.; suggestions as to purchase of other and co-related lines, two, or 16 2/3 per cent.; inquiries as to tinsmith work, one out of five, or 20 per cent.; knowledge of prices without unnecessary delay, ten, or 83 1/3 per cent.; lack of variation from standard prices, two, or 16 2/3 per cent.; first-class window trims, after allowing for natural advantages or the reverse, of the windows, three, or 25 per cent.; first-class arrangement of shelves, show-cases, etc., of interior, six, or 50 per cent.; first-class salesmanship, as evidenced by the salesman's prompt attention, approach, sales talk and paving of way for a later sale, one, or 12½ per cent.; complete efficiency of window trims, store interior and salesmanship, one, or 12 per cent.

It will be noticed that each desirable

(Continued on page 51.)

Shaving Supplies in a Dollar Window

Western Canada Firm Features Showing Supplies in a Dollar Window and Makes Many Sales—Entire Window Devoted to the Display of Goods Retailing at One Dollar.

THERE is probably no line in the stock of a hardware store which, if properly displayed in a show window, will bring quicker returns and more immediate sales than shaving supplies.

Unfortunately for many dealers and manufacturers as well, the line is often neglected. Too many retailers are content to allow their stocks of strops, soaps, razors, hones, clippers, etc., to remain under cover, where they cannot be seen by customers. Probably this is why so many druggists and novelty stores have taken up the shaving accessory line and are making such inroads into the retail hardwareman's business. The hardwareman who will not display shaving accessories, and who kicks about the druggist who does display the line, deserves very little sympathy.

Every man is a prospective purchaser of shaving accessories. He not only needs a razor, but he needs a strop, hone, strop dressing, soap, shaving mug, toilet clipper, brush, or other article.

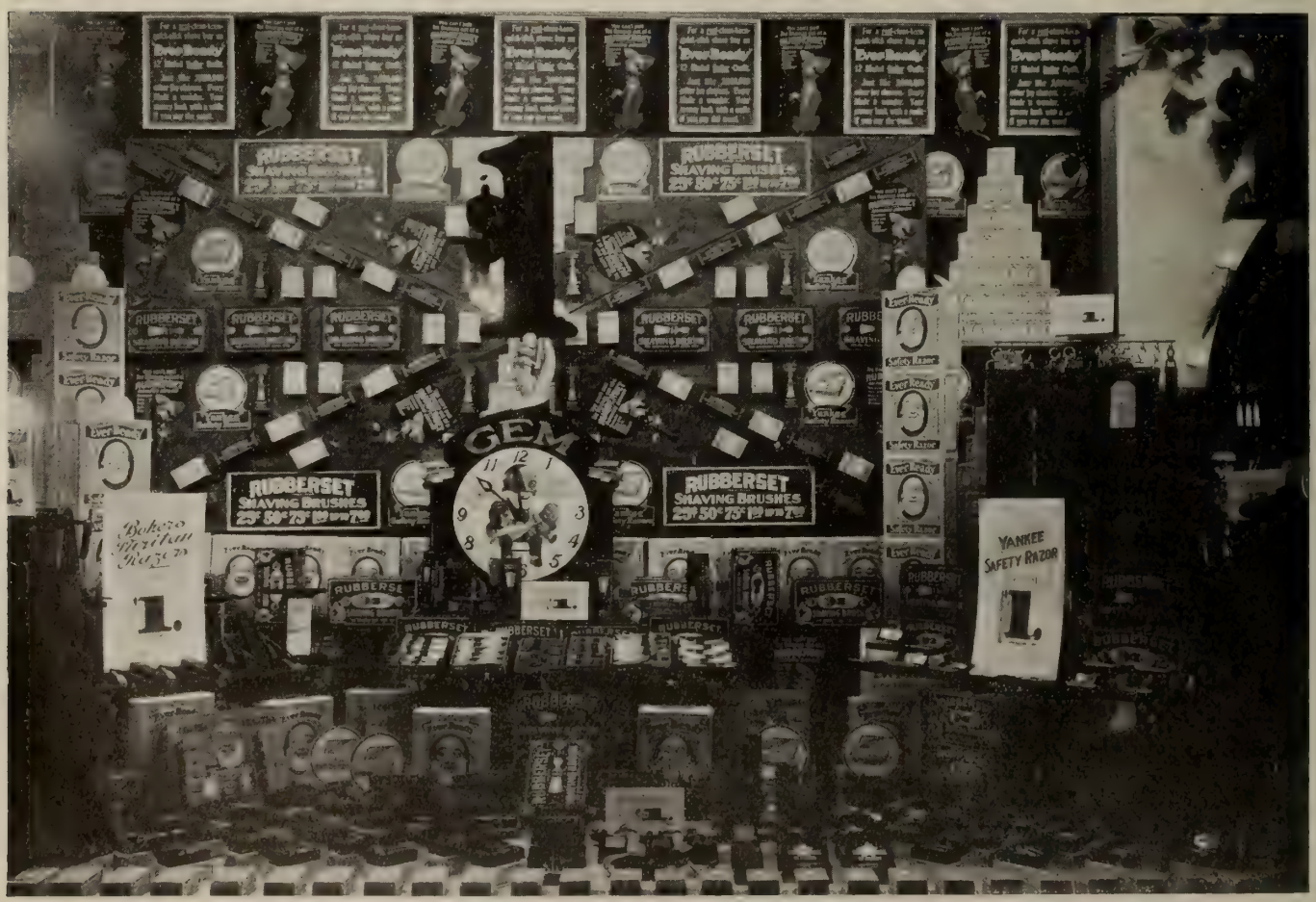
A shaving accessory window display is clearly a man's display, and there are few men who would not be interested in such a display.

One of the desirable features of the shaving accessory line is that each item affords a very fair margin of profit. The merchant who is careful in selecting his stock, who does not purchase in a haphazard manner, can lay in a real live selection of good selling shaving accessories at a very reasonable cost. He can also turn the stock quickly, provided he uses the proper merchandising methods.

The accompanying illustration shows a window display that made many sales. All articles in the display were priced at one dollar each. The entire background of the display was made up of advertising material, including showcards, boxes, etc. Dollar cards were used on each article and red $1 signs were pasted on the plate glass. A large variety of dollar razors, shaving brushes, razor hones, toilet clippers, nail nippers, strops, together with a few lines of dollar pocket knives, comprised the displays.

This window display created many sales, not only for the lines shown in the dollar display, but in other lines of shaving accessories, many of them at a higher price than those featured in the special display.

It is very doubtful if there is any other hardware line of equal size and importance that can be stocked in as small a space as shaving accessories, and yet there is probably no other line which will sell more rapidly if properly displayed. In some stores special display cases are used for showing this class of goods, and many direct sales result. Another point which salesmen should always bear in mind is that all men are not looking for cheap goods. Too many clerks get the idea that the average man will only pay 25 cents for a shaving brush, when as a matter of fact the majority of men will pay from 50 cents to $1.50, and some even higher. The same rule applies to all other shaving accessories. This is one line where quality talk makes bigger sales.



A dollar window in which shaving supplies are featured.

Team Work by Merchant and Farmer

Ruinous Mail Order Competition Can be Thrown Off if Merchants and Farmers Co-operate—Community Like a Rope, is Only as Strong as its Weakest Part.

Written for Hardware and Metal by Henry Lewis.

EDITOR'S NOTE.—The accompanying story is based on what might be done rather than on any actual occurrence. It presents a suggestion which in some form might be worked out to the mutual advantage of merchant and farmer. In addition, it presents the disadvantages that the mail order customer must be prepared to face. It is worth reading and acting upon.

THERE is one town in Ontario that does not fear the mail order house, although it lies in the very heart of the so-called mail order belt. There is a reason for it. It is due neither to any dispensation of Providence nor any carelessness on the part of the mail-order houses.

It all came about as the result of the ruinous condition of affairs that were the order of the day in that locality as a result of the petty rivalries of local merchants and their lack of co-operation against their common enemy.

Things were down to pan rock on that day when Avery walked into Walker Bros.'s store. The Walker boys had started business on a shoestring, and by constant application to business, good merchandising and the aid of a kindly banker, they had eventually pulled through and had built up a fine type of the country hardware business. Just at that time when things looked most favorable for them, the mail order business began to make itself felt in their community. Slowly, but surely, it cut into their business, as it did into that of every merchant in the town. One thing led to another, so that what with price cutting and the consequent internal strife, they were all in a bad way.

Avery was a leader amongst the farmers generally, and in times gone by had been a good customer; now, he was only a more or less sporadic buyer of home goods, a "shopper," one who went to the cheapest market, whether that was at home or elsewhere, after first carefully pricing in both places.

"How much for your milk buckets; those with the strainer?" he asked laconically. "Fifty cents," replied Walker, and proceeded to reach up to the ceiling hooks with his stick for a sample bucket.

Avery inspected it for a moment in silence. "I can get that for forty-five cents by mail," he commented.

"The old story," Walker thought, and then, from sheer force of habit, "How about your cost of getting it here?"

"Forty-five cents covers it all," said Avery. "It's the very same bucket, and it's five cents cheaper, so I guess I can't use yours, Mr. Walker."

"Do you mean that you would send away from your home town in order to save five cents?"

"I sure do: five cents is five cents and I work just hard enought for my money so that I appreciate it."

"How about the wait of a couple of days for your bucket, and the cost of a new one if it should prove defective? They won't replace it as I would, you know," said Walker.

Avery reflected, "Yes, that's so. In fact that's the only kick that I've got against those fellows."

"Well, why not buy at home, then?" persisted Walker. Then, in a last desperate effort to gain his point: "It's not right for you to patronize others in preference to your local merchant."

"Oh, pshaw," said Avery, disgustedly. "Don't give me any of that guff. You know as well as I do that it's not only right, but that it would be utterly wrong for me not to go to the cheapest market. Do you mean to tell me that you buy in Toronto, or Hamilton, or Montreal because of any loyalty to home products? I should say not," he continued, answering his own question. "You patronize Canadian manufacturers and jobbers simply because they can deliver the goods. If you could buy the same goods at a cheaper price in London, to London you would go. Why, even as it is," he continued in virtuous indignation, "you buy all kinds of American goods; there is stuff on your shelves that came from Chicago that could have been duplicated in Toronto. It's only right that you should, though, for if the same quality of American goods is cheaper than Canadian, buy them by all means, but for the love of Mike don't preach to us farmers to patronize home industries at any cost, and then turn right around and do the reverse yourself. You make a joke of it."

"That's all very true," replied Walker, "but our positions are certainly different. I have to pay cash or nearly so, for everything that I buy. The small merchant nowadays is between the upper and the lower millstones. No one will wait over thirty days on me. If I con't meet my bills in that time, they begin to push sight drafts at me and ten to one I can't meet them, because I'm in on the red down at the bank owing to the fact that I've been carrying a lot of my customers since last fall, and the aggravating part of it is that those I have carried the longest and have been the most lenient with are the first ones to send in to a mail order house as soon as they get hold of a little cash."

"Why do you let them? Why not slip a draft in on them?" queried the other.

"Oh, come off; it's all right for you, Avery, you're good pay; but you know very well that the average farmer would consider that he had been insulted and that a reflection had been cast upon his character if he should be presented with a draft, or even dunned to any great extent."

"Yes, there's no getting around a lot of what you've said," Avery admitted. "But even at that, I still stand by my original contention that it's business, and as all business is a matter of dollars and cents, it is perfectly just and right for me to buy in the cheapest market. Say," he said, stepping up the better to inspect Walker's smart-looking suit, the while an amused grin spread over his face, "where did you get that suit?"

Walker blushed as he admitted that he had bought it in Toronto on the occasion of his last visit there.

"Why?" charged Avery.

"Well, I, er—" stammered Walker.

"Oh, I've caught you with the goods on," shouted the farmer gleefully. "You bought that suit in Toronto," he charged, "for these reasons," and he began to tab them off on his fingers as he enumerated them. "First, because it's a darn sight better suit than you can get over at Henry Sampson's for the same money; second, because Henry Sampson bought his new car down in Toronto and drove up here with it, when he could as well have bought it from you for the same money, as long as you hold the agency here. There were other reasons, but that's enough to illustrate."

"Now, here's another thing," he went on. "There's Bob McLean; just think of what he does. That fellow makes half his profits on underpaying us farmers for our eggs and chickens and other stuff

(Continued on page 48.)

HARDWARE AND METAL

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WHAT PEOPLE NEED.

THERE are to-day countless retailers who are in profound ignorance of the actual conditions existing in the communities in which their stores are located. They do not realize the changes, agriculturally and otherwise that have taken place even during the past few years. A striking instance was brought to light a short time ago. In a certain section of Canada the farmers undertook to grow and develop a certain farm product which required certain kinds of tools and cultivators. A large seed and implement supply house doing business in a large city many miles away learned through one of its agents—and the firm has many of them—that the farmers had taken up the idea and would be in the market for cultivators, hoes, etc. Within the next week or ten days the community was circularized and the supply house was receiving orders with the cash in advance. The supply house was selling over the heads of the local retail hardwaremen because the latter did not study conditions in the community and did not know that the need for such lines existed. This is only one instance selected from many which could be cited to show that in come communities the retailers are not keeping in touch with changing conditions. The changes which have taken place in methods of building, living and farming during the past few years have been fundamental and far-reaching. They have amounted to a revolution in methods of building, farming and manufacturing and have been responsible for the production and marketing of products undreamed of a decade ago. The retail merchant to be successful in his buying and selling must study the changing needs of the community he serves. The merchant who does not study the needs of his customers is running chances of overstocking with unsaleable goods,—losing trade to firms who make a study of local needs and in all probability wondering why he is not making money. A speaker at the recent convention of the Associated Advertising Clubs of America held at Toronto told how the vast fortunes of the Rothschilds were found upon a system of securing accurate information.

This system was started 150 years ago by Ansel Rothschild, then a provincial banker. He conceived the idea that if he could know absolutely what clothing the people of all the interior European provinces were wearing and what food they were eating, then he would know whether or not a merchant who came to him to borrow money was buying the right kind of stock. Ansel Rothschild, therefore, established business correspondents at every important point in the provinces.

This system soon gave the Rothschilds, as bankers, an advantage over all other European bankers. To-day, in the main office of the Rothschilds at Antwerp, are to be found accurate charts, constantly brought down to date, which show every detail of the world's business situation —retail sales, wholesale sales, building operations, transportation conditions, crops, manufacturing conditions and the money market in every city or community of consequence on the globe.

Upon such accurate information the fortunes of the Rothschilds have been built.

LACK OF CO-OPERATION.

AN interesting comparison is shown in this issue of the results of an impartial investigation into store methods with the idea of determining exactly how the average store ranks as a field for the efficiency expert.

The results show a most lamentable condition of affairs, and in this connection it must be borne in mind that the investigator did not deliberately seek out stores of known mediocrity, but rather a fair representation of all classes, which included in it some stores that have always borne a splendid reputation. The most noticeable lack noticed was that of intelligent co-operation between the dependent and inter-locking departments, such as window trimming, interior arrangement of stock, salesmanship and in addition, one very important quality that should have run like a silver thread through all of these last-mentioned qualities, namely, aggressiveness. The results show that in every case the store was progressive in some one department, infallible proof that no one store was entirely hopeless. This fact was the one redeeming feature of the whole, indicating as it did, a wholesome desire for improvement.

However, these isolated cases of progressiveness in a sea of neglect were in most cases abortive in their effects as a result of the neglect shown the other departments. It would be futile to expect a good window, a good advertising campaign or any other factor to effect results as long as the other departments were neglected. Such misapplication of energy can only be compared to a driver of a six-horse team who lets one horse do all the work and when the wagon fails to reach its destination, curses all six alike. The store proprietor who centers his efforts on one department to the detriment of the others instead of holding an even balance between them is quite likely to feel, like the driver, that the one honest horse in his train, was worthless.

Intelligent co-operation is the only panacea for such evils, not only between the merchant and his salesman, but between the roustabout and the office girl, between the merchant and his rival next door so that all duplication of effort, all waste of time and money may be eliminated,

to be replaced by the millenium of an efficient store plant that operates on greased wheels. Like a piece of rope, no store, no system, no combination of salesmen is stronger than its weakest part and unless all are brought to the same level of efficiency the weakest will invariably affect the results of the whole as one rotten apple does the contents of the barrel.

MID-SUMMER SALES.

MANY of our largest and most successful retail merchandising establishments hold mid-summer clearance sales, usually during the month of July. During the sales, old lots, hold-overs, etc., are disposed of sometimes at reduced prices and sometimes at or below cost. The idea is to secure a quick turnover and to dispose of goods which would probably remain on hand until the following year, unless some steps were taken to make a clearance.

Probably the retail hardwareman is less affected by the changing season than the dry goods or clothing merchant, but at the same time there are certain lines of hardware merchandise which if not disposed of in their proper season are liable to become stickers—taking up considerable valuable space—tying up capital which should be working—and very often depreciating in value on account of becoming shop-worn or damaged. It is true that we will still have over two months of warm weather, but this is no good reason why the retail hardwareman should rest on his oars and not endeavor to make a clearance of summer goods. We do not advocate price-cutting or selling goods at cost unless a merchant is driven to it, but it certainly is a good plan to follow out some of the methods adopted by our large and successful firms and endeavor to push,—during the holiday months—goods which if not specially featured will remain on hand and prove a burden to the merchant. It has often been said that if a woman does not buy a hammock or refrigerator before July 1, she will probably wait until the next year, but this has been disproven many times by merchants who have conducted mid-summer sales and have cleaned out large stocks of summer lines during July and August. We have now entered the between-season and retailers who happen to be burdened with overstocks of summer lines should start immediately to clean house.

MIXED FARMING IN THE WEST.

AS straws indicate which way the wind blows, so in Western Canada there are signs of the times which emphasize that in that part of Canada, there is a change from the old order of things—that the farmer has come to realize that for the future the West—and the future of the West is the future of Western Canadians individually—depends upon mixed farming rather than the exclusive growing of grain.

That in the West there has been a neglect of mixed farming up to the present time is just as natural as it is necessary that there must be a change for the future. Grain growing has been a simple means of taking wealth from the soil—the prices of land and the prices paid for the grain have both been favorable; and then those who would be critical must remember that the majority of those who went on homesteads in the West did not have the money to go into stock raising, and some of those who had would not have the knowledge necessary. Mixed raising is an agricultural evolution in the West.

The Westerners were not ignorant of the rapids towards which they were drifting, but while the current was smooth there was little objection to drifting along. Indications of the rough water ahead are to be found in agricultural reports published by the Provincial Governments. In the report of the commission on agricultural credits of the Saskatchewan Government, there is a direct statement that the country cannot be developed or sustained on grain growing alone. This was the conclusion drawn after an exhaustive inquiry into agricultural conditions in all parts of the world; it was the declaration that Canada could not hope for agricultural success along lines which history and history repeated had shown to be unsound.

There were a number of factors which made it inevitable that the Western farmer must change from his grain-growing policy. The cost of the transportation of grain to world markets with the long rail haul is too high for handling anything but the best grades; the only way to get the benefits from the balance is by using it for feed and this applies to half crops which are hardly worth threshing, and which would make good fodder. The price of land was advancing so rapidly and the price of labor also, that the wheat markets did not offer the avenue to satisfactory profits. Experience was proving that the one-crop farmer was not the safe and sane farmer, and that it was a better policy to have always something for the rainy day—or perhaps it would be better to say the lack of rainy days. Then on top of all is the quiet spell in the West and the tightening up of credits on the part of the implement companies. The banks too have given the farmer a chance to catch up to things and look them in the face.

THE FALL CAMPAIGN.

WE are just entering the mid-summer season when acations are the order of the day. A relaxation in business will undoubtedly be noticed in many stores, and the trade will look forward to the fall season in the hope that with the advent of fall we will find business conditions improved, and as a result of a splendid harvest, which we hope will be forthcoming, the retail hardwaremen will have a heavy demand for fall goods. This should not be construed to mean that the hardwareman is not busy during the holiday months. There are some hardwaremen who so plan their campaigns that they seldom have a quiet month; but on the other hand, there are many merchants who experience a quiet spell. Although he hopes that business will improve greatly next fall, the hardwareman should not forget that competition for fall business will be keen, and that during the slack period in the summer he should lay his plans for the future. This is particularly true regarding the stove department. During recent years much has been said—and many complaints have been registered—by retailers regarding the aggressive competition of the mail order houses.

The worst enemy of many stove dealers is their own lack of progressiveness. They do nothing to teach the public the wisdom of buying at home. They even neglect to feature their line of stoves prominently. The result is that the person who contemplates buying a new stove has nothing to guide him, and may very easily fall into the error of buying by mail. Under such circumstances, the mail order house gets a lot of business in and around the district to which this unprogressive dealer caters. The latter believes that the business thus secured is due to the activity of the mail order house when in reality it is due to his own inactivity.

For it is a fact that catalogue buying can thrive only where the local dealers are sufficiently lacking in enterprise to let it grow. As every hardwareman knows, the local dealer has advantages which, if employed actively, reduce mail order buying to a negligible quantity. If these advantages are used, the catalogue house, no matter how active a campaign it may make, will get but a slender share of the business. It is, therefore, in his own interests that the retail hardwareman get an early start in actively pushing his fall stove campaign.

Truth Emblem Issued by Local Clubs Only

The Following Were the Recommendations of a Special Committee Appointed to Deal with the Use of the Truth Emblem, all of Which Were Passed by the Associated Ad Clubs of the World:

(1) That no action be taken to license the association's seal or emblem to national advertisers.

(2) That the association adopt another and different form of local seal for the identification of documents and similar coroporate things.

(3) That the use of the "Truth" emblem be licensed upon the following conditions to the local clubs affiliated to the association to be licensed by them to local advertisers:—

(a) The "Truth" emblem shall be used by the local clubs in its present form, except that in each case the local club shall substitute its own name for the name of the national association on the upper periphery of the seal, who shall print the word "Guaranteed" on the lower periphery of the seal. Any other symbol or work similar but not identical will be considered an infringement of the property rights of the National Association

(b) The local club shall place the licensing of the "Truth" emblem in the hands of its vigilance committee.

(c) The "Truth" emblem shall be licensed by the local clubs only to advertisers who will pledge themselves in writing to the observance of such code of advertising practice ethics as may be prepared by the National Association.

(d) All licenses shall be in writing and shall be revocative.

(e) Licenses for every "Truth" emblem shall be charged to the advertiser by the local club. and,

(f) Twenty-five per cent. of the gross amount of license fees collected by the local clubs for the use of the "Truth" emblem shall be remitted to the National Association.

BY the adoption of the foregoing report, which was made by the committee of the executive appointed to deal with the subject, the Associated Ad. Clubs of the World, took another important step towards placing advertising on a higher plane and establishing confidence with the public. This was one of the most important things done by the big convention of Ad Clubs for 1914, which was held in Toronto during the week commencing June 20th, when thousands of advertising experts from all parts of the continent and from foreign countries as well, assembled to discuss subjects of importance in the world of publicity. At this convention the change of the name of the organization to embrace practically all countries was a step significant of the advance of the movement for the establishment of the advertising profession on a broader more substantial and more responsible basis.

The Truth Emblem typifies what the organization stands for; it is the key to the method by which it is proposed to cleanse the untruth and misrepresentation from advertising as a whole and put commercial and mercantile publicity on a stronger footing with the public. The emblem had been previously adopted and it remained for the convention of 1914 to decide upon the method by which its use should be controlled.

It will be noted that the report puts the responsibility for the licensing of the emblem with each local club, and it will be for the vigilance committee of that club to see that the principles behind its use are not violated. Where there is a violation the right to use the emblem will be cancelled and this is considered as being sufficient incentive for respect of the principles which it represents. Advertisers who undertake the use of the emplem will be required to sign pledges in writing that they will observe the advertising practice ethics as set down by the National Association.

The truth sentiment in regard to advertising was a dominant note throughout a number of the session of the convention of Ad men and it was emphatically evident that among the members there was a strong feeling that for the future the outstanding feature of the campaigns of all responsible concerns will be the endeavor to secure the public confidence.

Truth for Retailers.

That there was no new thing to say about advertising unless there was a new ideal or clearer understanding of truth was the manner in which C. L. Brittain, of the Kline Cloak & Suit Co.. Kansas City, Me., introduced an address in which he brought forward strong arguments of both a practical and theoretical nature for advertising in which the buying public can at all times pin their faith.

"We may talk about these things for years and study them for scores of years," he said, and the one basic law will remain unchanged. All we can hope to learn of advertising or of any new or old science will have to be learned from its fundamental truth or principle.

"As it is in all kinds of advertising, honesty is beginning to be recognized as the most important factor in the retail campaign. You can all remember when advertising was looked upon as trickery and the common expression that 'It is just some sort of an advertising scheme.' Thousands and thousands of dollars are now being spent for the purpose of gaining the confidence of the advertising public.

Must Know the Goods.

"Some business men think that if the ad pulls the crowd and the selling force gets the money its a good ad and a fine combination that is as deeply as many think—just to get the money. True we advertise to get the money—no question about that, but men steal horses to get the horses.

"As advertising men we need to know the truth about what we are advertising —the whole truth and nothing but the truth; a lawyer needs to know the truth about his case in order to win. We need to be honest both in advertising and selling. Advertising is not just white space. type, pictures, etc. Advertising is business and a strong business-building factor. In order to accomplish the greatest good in the shortest time and maintain the confidence of the buy-

ing public we must know something about merchandise. We must know when it is right. We must know the truth about it. We must know the good about it. We must tell it in a plain and honest but enthusiastic sort of way that will not only pull trade but prove to be a lasting advertisement.

"It is just as impossible to write a truthful but business-pulling advertisement if the merchandise is not right as it is to write a truthful news story about something that never happened. We should see that our merchandise is right.

Not for One Sale Alone.

"I wouldn't give much for the advertising that only made a first sale and didn't leave the customer in a fit condition of good feeling toward the store to come back; it ought to do more than that—it ought to make them want to bring a friend. And it will if the advertisement is properly merchandised and the values are honest."

Mr. Brittain gave some strong illustrations backed up by his own personal experience. As advertising writer in a men's store he had put out a line of copy, which he felt should be bringing results; but it was not. So he made a trip himself into the store and asked to see $2 cravats which he was advertising at $1.65. He found $1.50 cravats which had been marked up to $2, and then marked down again. He found identifying buttons being cut off standard $17 suits which were then marked up to $25, and then reduced as a bargain to $18.50. It was no wonder that this advertising did not pull. He left that ship before it sank.

Selling Advertises.

"We must understand and know advertising and selling to be one and the same thing. We must remember that advertising sells and selling advertises. We must know that the real advertisement is not in the printed word but in the effect of the sale on the customer. A dissatisfied customer advertises—but in the wrong way.

The speaker looked for a new era in business for with the introduction of honesty, science and system, were given a chance and where science and system governed advertising and selling there would be less failure and more prosperity.

Condemning the Deceivers.

Deceptive advertising received a blow straight from the shoulder in the paper of A. J. Harding, which referred to truthful and untruthful advertising and embraced the ideas of the members of the vigilance committee in this connection. He asked if it was deceptive for a merchant to sell silk hose that are seconds and sortings at 19c., when he knew that if they were perfect goods the selling price would be $1? Was it fair to the purchaser to permit him to buy advertised bargains (?) without making him acquainted with such defects? Was a merchant guilty of false advertising when he knew he was selling damaged goods to an innocent purchaser, as perfect?

STANDARDS OF PRACTICE.

The following are the "Standards of Practice" adopted by the Retail Department of Advertising at the annual convention of the Associated Advertising Clubs of America held at Toronto last week:

Each head of a retail enterprise should dedicate his best efforts to the cause of Business Uplift and to this end should pledge himself:

1. *To consider, first, the interests of his customers.*
2. *To insist on the courteous treatment of every visitor.*
3. *To permit no misrepresentation.*
4. *To discontinue careless, slurring or offensive statements on the part of salespeople.*
5. *To avoid misrepresentation or careless indifference in advertising.*
6. *To see that comparison values in printed announcements are with prices previously prevailing in his store, unless otherwise distinctly stated.*
7. *To avoid the use of such expressions as "Were $10," "Value $10," Elsewhere $10," "Made to Sell at $10," "The $10 Kind," etc., where their use would give a misleading impression to the reader.*
8. *To resent strenuously—to the point of withdrawal, if necessary—the "make-up" of his advertising in a newspaper next or near announcements offensive to good taste or of a debasing nature.*
9. *To demand of each newspaper evidence of the approximate number of its readers (based on copies actually sold), their general location and character, and a statement as to how they were secured—by voluntary subscription, by solicitation, by premium or gifts.*
10. *To urge on newspapers that the same care should be shown in admitting advertising to their columns that would be shown in admitting news matter to their columns or in expressing editorial opinion there; that the newspaper should feel itself as responsible for the verity and propriety of advertising and news in its columns as for its editorials—always giving assurance that he will welcome just criticism of his own advertising.*

F. A. BLACK,
Boston.
MANLY M. GILLAM,
New York.

"He is" was the answer of Mr. Harding. "Now let us go back to the beginning of the sale. The wholesaler offers the merchant a special lot of goods at a sacrifice in price. He buys the lot and knows the faults before he places them on sale. But he offers them at a sacrifice, without one word of explanation to his purchaser. What would happen to the wholesaler or jobber if when he sold the lot to the merchant nothing was said about the defects and he simply featured the low price without a word as to quality. He would lose the confidence of the merchant just as the merchant loses the confidence of his patrons. He makes the sale but it is poor business in the end.

Mr. Harding asked the retailer to give the public the same consideration as he expected himself. Almost any kind of advertising would bring results but the point was whether this advertising strengthened the link between the seller and the buyer. The advertiser who deceived in his advertisements was largely deceiving himself in the end.

"There is nothing magical about writing honest advertisements? You must co-operate with and be a silent partner of public opinion. Confidence is a plant of slow growth. If it is abused by false or questionable advertising it withers and dies of exposure. If it is planted in a dependable place and that place is known for its straight-forward dealing and the reliability of its advertising, it thrives, grows and spreads out.

CONSTRUCTIVE SELLING.

In the course of a recent conversation the manager of a large retail hardware store said:—"I make it a practice to talk hardware to as many people as I can possibly get at, in the course of a day. I prefer the views of customers, whether they come in motors or stumble along in plaster covered boots. Each has his own peculiar wants and his own peculiar viewpoint, and both are equally valuable to the house that seeks to hold their trade. I think it a shame to lose a customer after having spent so much money in newspaper advertising, catalogues and window trims to first get his trade. I try to get the address of almost every man who comes here, whether he pays cash or goes on the books, and by so doing I can get an idea of his worldly condition from the knowledge of the part of town that he lives in, combined with his personal appearance. I can thus talk to him along the lines that would be most likely to interest him."

Fifteen Cent Display to Secure Ladies' Trade

Small Items of Enamelware and Aluminumware to Retail at Fifteen Cents Make Good Leaders and Attract the Attention of Ladies.

A WESTERN Ontario hardwareman whose store is located in a busy street, recently ran a fifteen cent window display in which he featured small items such as aluminum and enamel basting spoons, jelly molds, tin tea kettles, fruit strainers, rolling pins, and a hundred or more other small items in which the housewife is interested. The display was neatly arranged and a number of neat showcards were used, advising passers-by that any article shown could be purchased for fifteen cents. Many sales were made from the window, and in several instances four or five articles were purchased by one person. The display was one that brought direct returns and the profits were reasonably large. The average invoice cost of the goods shown did not run over 90 cents per dozen. During the three-day sale the store secured many new customers. The majority of the sales were made to ladies, many of whom had never before been in the store and who were under the impression that the goods shown could only be secured in syndicate stores. Now we must admit that the goods shown suited the wants of the housewife in that community, and that at fifteen cents any one of the lines was a bargain. The merchant in buying his goods did not simply give an order for any utensil which could be retailed at fifteen cents. He exercised as much care in selecting his stock of low-priced goods as he did in selecting tools, cutlery, or any other more expensive lines.

You often hear retailers say that it is impossible to secure good goods to retail at such prices, but such is not the case. There are in Canada to-day hundreds of firms, some manufacturers and some importers, who have an endless variety of small household utensils which the careful buyer can secure if he only keeps his eyes open. Too many retailers are inclined to pass-up the traveller who is showing a line of what might be termed novelties or specialties, but who in reality has a line of leaders which if purchased at the right price and featured in the proper manner would prove a boon in securing new customers. An occasional window display of low-priced kitchen utensils is almost sure to secure new customers for a store. If you get the public going to your store for small items, you can rest assured that if the small wants are properly looked after you will soon secure orders for the larger items.

The accompanying illustration shows an attractively arranged window display of enamel and aluminum ware kitchen specialties which appeared in the show window of a western firm. Any article in the window was offered at fifteen cents.



An effective "fifteen-cent" window featuring aluminum and enamelware household utensils.

Supplying the Needs of Autoists

Western Canada Hardware Merchants Have Been Quick to Take up the Auto-Accessory Line—Easterners Are Falling in Line.

THE question of the advisability of carrying a side line of auto accessories is one that is arousing considerable interest throughout the hardware trade. Investigation has determined that the hardwaremen of the western provinces have taken to selling this line more generally than eastern dealers, although the latter, spurred on by the successes of others, are beginning to more fully realize the benefits of such a line.

As an illustration of how adaptable a line this is, it might not be amiss to point out that merchants in many lines of trade other than hardware have added auto accessories to their stock. Wm. McConnell, grocer, of Harriston, Ont.; J. A. Cappell, druggist, Elora, Ont.; J. E. Smith & Co., implement dealer, Orangeville, Ont.; H. Wilson & Son, music store, Gananoque, offer examples of the truth of this remark. J. E. Mosley, of Huntsville; E. A. Button, of Stouffville; J. Chalmers, of Palmerston, and A. A. Sinclair, of Paisley, are a few of the Ontario hardwaremen who have taken up this line.

Of all other lines, the implement business vies with hardware as being the most natural one to absorb a line of auto accessories. This is so true that many implement men have been ready to turn the fact to their pecuniary advantage.

It is to be presumed that our hardwaremen are fully as enterprising as the implement dealers, so that there is no doubt that they can as easily make a success in this field as the latter.

There are three alternatives for the prospective dealer to consider. He may become an authorized agent and get his commission direct from the auto company for the sale of their autos and parts; or he may effect the same result, but probably at a lesser profit through the company's near-by dealer; or, again, he may be a free lance, and instead of holding an agency for one make of car, its necessary working parts and a line of universally used accessories on the side, he may concentrate his attention on the accessories alone, and so be able to fill the needs of the majority of cars.

If the first plan should be chosen, the matter of deciding between the carrying of an agency for a much used line like Fords, or of some other line in which the sales are less frequent, but the individual profit greater, would necessarily come up. The Ford Company offers the dealer a widely-advertised line for which there is a constant demand, but in the security of their own position offer a smaller profit for individual sales than do other manufacturers. Their authorized agents receive from them a discount of 20 per cent. on their working parts, such as gears, valves, springs, etc. But in order to become their agent the dealer must also arrange to sell their cars. In addition to these strictly Ford parts, however, the dealer may carry standardized accessories that are manufactured by a score of companies. The profits on inner tubing, shock absorbers, lamps, cotter pins, horns, tires, spark plugs, gauges, and a score of other and similar articles are very large, and carry with them in their purchase no restrictions of any kind. These articles are adaptable to the use of almost any car that is used in Canada. The larger and more expensive items of this proposed stock need not be purchased until sold; that is, they may be ordered from the jobber or manufacturer when needed, as it will be found that the car maker is seldom in a great hurry for such items as tires, inner tubing, etc., for they are so vital a part of the car's equipment that he usually a small reserve stock of his own on hand, and buys to keep his own stock up to standard. A car owner cannot afford to be caught napping with an exploded tire or a shortage of any very necessary part in reserve when he meets with an accident, and this fact tends greatly to the dealer's profit, as it forces the owner to tie his money up in articles that the dealer would otherwise have to carry. This is a fact that cannot be too strongly emphasized, and is worthy of the most serious consideration of any hardware dealer who hesitates to go to the additional expense of adding another line to what may already be an overburdened and top-heavy stock.

Of the three plans suggested, the second is simply a modest replica of the first; the only difference being that the prospective dealer must deal with an authorized agent of the auto company, who already has the rights for that district instead of directly with the company itself. It is to be presumed that he would have to be content with a smaller profit under these circumstances as the original agent would most likely insist upon a small percentage for himself. The case of A. A. Sinclair of Paisley, Ont., may be cited as that of one who holds a sub-agency for cars and carries in addition a general line of accessories. J. E. Mosley, of Huntsville, on the other hand, does his business direct with the car manufacturers.

The third and last case is that of the man who dispenses with the selling agency of the car or any working parts that can only be used on one make of car, and instead concentrates his attention on what might be called the universal lines: those that may be used on any car, or, if some particular make of part that sells frequently and at a good profit will not go into all cars, the dealer is as free to order the make of part wanted to fill a special order as he is to send in for a make of razors or shovels in order that he may fill some special order.

J. Chalmer, of Palmerston, offers a good illustration of the practicability of this last plan, for he deals in the universal accessories only, and buys from a number of firms. In his case, the presence of a garage in the town merely lessens his sales. Its presence there does not injure him materially.

It has been found that most of those who are already in the business went into it while there were very few autos in their towns, so that their business has grown with and in fact exceeded, that of the number of cars near them. This fact should be borne in mind by the man who hesitates to go after this new trade on account of the fact that there are only a few autos in his vicinity. The number of autos in active use is increasing amazingly and it should always be borne in mind that such a good field of endeavor as this is will not long continue to be in such a condition as at present, where it is any man's for the asking.

DESIRE TO CONTRACT.

Cleveland, Ohio. July 2.—The Iron Trade Review to-day says:

Agricultural implement manufacturers are showing greater desire to contract for their steel bar requirements and are doing their best to get a price of 1.10c, Pittsburgh, on annual contracts. Mills are, however, resisting the granting of this price, except on material for prompt shipment. On 700 tons required atToledo for prompt shipment, the 1.10c price was made by several mills.

Foundries are actively contracting for their coke requirements, in some cases for six months and in other cases for a year.

The closing of sheet mills on account of the failure to agree on a new wage scale may have an important effect on the market if continued for any considerable length of time. Bar iron mills are closed pending adjustment of the wage controversy.

Scarcity of Capable Builders' Hardware Salesmen

Retail Salesmen Who Can Figure on Specifications Are Scarce—Some Positions Are Being Filled by Men Who Are More or Less Incompetent.

Written for Hardware and Metal by Chas. Myers.

WE sat down in a deep lounge in the hotel rotunda, the builders' hardware expert and I. Perhaps you know him. No doubt you hold your specifications so that he may figure on them. He knows builders' hardware from A to Z.

And after we had taken long puffs at our cigars, the talk turned on the number of men in Western Canada who could sell builders' hardware intelligently. Nelson named two between Winnipeg and Calgary. All the rest, he said, only had an imperfect knowledge of the business.

"There's a reason," he added, shaking the ash from his cigar. "Take the young hardware clerk of to-day. He makes inquiries in the various departments to find out which it pays to specialize. The man in the cutlery department, he finds, gets good pay. Those in the paint dept., he finds, do fairly well, after gaining a working knowledge. The household supplies section is too overcrowded. Too many think they can sell stoves, refrigerators, etc. On going to the builders' hardware department, the manager there tells him, 'Well, old boy, I've been in here nine years, and I'm still learning. There's a lot to learn before you can sell builders' hardware.' Then the lad thinks of the grocery clerk across the way—who is drawing a good salary after two years' experience, and he decides against builders' hardware. That's why there are so few salesmen in this line to-day.

Good Men Wanted.

"They're wanted," he went on, after a few minutes' silence; "and I could name you a dozen big stores in Canada to-day who are looking for good men in this line. Some of the good positions are being filled by men who are more or less incompetent, who send their specifications away to be figured on. One of the chief troubles is that so little has been written about this department. It is one of the most important in the hardware business, and least is known about it. It's a great pity, for you know that unless a man understands the article he is selling, unless he has implicit faith in it and knows why it will give satisfaction, he cannot succeed in selling it. When you are selling advertising space in Hardware and Metal, you know why it will pay a manufacturer to use it. The same with the builders' hardware clerk. He must know what he is selling, or he cannot succeed."

Mr. Nelson produced a specification for builders' hardware on a building, which a customer had held until his arrival. "See that," he said, pointing to one of the items. "I sent down to a local hardware store to get a price on that one article, and the clerk threw up his hands, and admitted he was at sea when dealing with these things. I have all this figuring to do wherever I go."

"Since you have such a thorough grasp of the business," I said, "you might tell me where you secured it. Readers of Hardware and Metal are always willing to learn."

Nelson laughed heartily, shook the ashes from his cigar again, and nestled deeper into the lounge. When he began to speak again, it was in deep, serious tones.

Grocery to Hardware.

"I used to work in a grocery store in a Western town," he began. "It was a high-class store, and here I learned the art of salesmanship. My father-in-law was in business in the same town, only his was a hardware store. One day he offered to take me in as a member of the firm, and I accepted the offer.

"It was little I knew about hardware, but I had learned to sell, and it wasn't long before I was quite at home, selling washing machines, fly swatters, stove pipe and such like. I studied each line thoroughly, learned what it was for, and worked up a selling talk for each line. One day I decided to tackle builders' hardware. The man in charge said, 'You're running your head into something hard. A man requires to know a vast amount before he can handle that line.' I told him I knew that, and the same applied to him. He did not have the time to attend to it thoroughly, whereas I was willing to give it my whole attention. So he handed it over.

How He Learned.

"Now this is where I learned to sell builders' hardware. There is no royal road. First I took home the catalogues and studied them as I would a book on philosophy. The various sizes and shapes of each piece were memorized, and I found what each article was used for by reading the description which always accompany the illustrations. I got as many books as I could on the subject and read them, but I want to tell you that I learned how to sell builders' hardware by studying the catalogues, and applying the knowledge gained when in the store.

"One day, a hardware manufacturer visited our town in connection with a meeting of the Board of Trade. Speaking at a banquet, he mentioned builders' hardware, declaring that there were only two men in that province who could sell it. He gave the names, and by gosh, mine was one of them. Here I had been selling builders' hardware for two years, and was held up as a paragon.

Out of a Job.

"However, through bad management, which was no fault of mine, the business lost money, and eventually was sold, leaving me without a dollar in the world. There was nothing to do but to look out for work, so I wrote a note to the manufacturer of builders' hardware, simply saying, 'Dear sirs, as you know, I am no longer in business; what can you offer me?'

"I got a reply immediately, telling me to go to the head office. I was later sent to the factory, and the manager was instructed to give me something to do. He produced a catalogue and started to quizz me about builders' hardware. In the middle of this, the manager's assistant interrupted, saying: 'I hope you'll excuse me butting in, sir, but that man knows as much about builders' hardware as we do. Don't you remember me drawing your attention to a certain customer's orders which came in with the numbers of the lines he required, instead of a description of them as the others did, thus saving us lots of trouble? Well, this is the man.' The manager closed the catalogue at once, and sent me out on the road. My first assignment was a pretty tough proposition, but I got the business. I've been selling builders' hardware ever since."

WHAT NAME?

He was pompous and overbearing, but he was a customer who should have been well known to every clerk in the house through the frequency of his calls and the extent of his purchases. The junior clerk took the order and then, "What name, please?" as politely as could be.

"What name?" the other fumed. "Me buying here all this time and you ask me, "what name," and turned and stalked out.

An Advertising Suggestion:

Proposed Lay-out for Summer Goods Advertisement

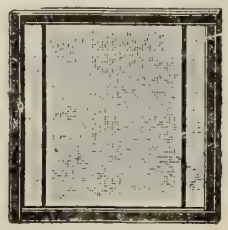
The following advertising suggestion has been prepared for use by retail hardwaremen. By changing the firm name and address, and inserting prevailing quotations the advertisement can be used by any retail firm. The electros used have been selected from the assortment offered by Hardware and Metal Electro Service, featured elsewhere in this issue.

Hardware Supplies for Summer Use

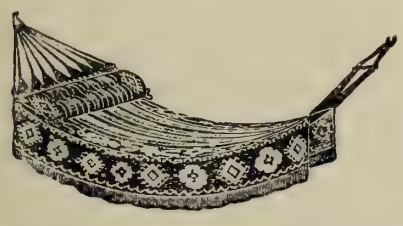
This advertisement is for the men and women who are, or should be interested in the seasonable and useful goods that can be found in an up-to-date hardware store—a store that studies the needs of its customers and selects its stock accordingly. The goods featured in this advertisement are seasonable, serviceable and reasonable in price.



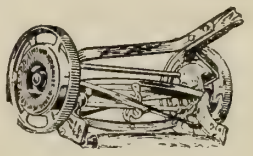
You may not know that it is possible to secure small cans of paint specialties suitable for painting or staining old and worn refrigerators, verandah chairs, flower bed guards, gas ranges, stove pipes, bath tubs, porch floors, baby carriages, hanging flower baskets, verandah shades, flower boxes, etc. You can make the old things look like new. How about the food chamber of your refrigerator? We have a nice, white enamel for the purpose.



You cannot exterminate the fly pest, but you can do a great deal to keep the flies out of your home—and still admit the fresh air—if your doors and windows are equipped with screens. Bear in mind that the cheapest in price are not always the cheapest in the end. We have screen doors and windows at prices to suit all pockets, but would like to show you the samples we have on display. Be sure and measure your doors and windows, then call and see us, or phone your order: Screens from **15c to 50c each**; **Doors from $1 to $2 each.**



A Hammock that carries weight is the kind you expect to buy—but it is a good plan not to overlook the other important features in connection with a first-class hammock,—size—quality of material—color and lasting qualities are essentials, and in a good hammock are interwoven. The above qualifications are possessed by the hammocks we offer you at prices ranging from **$2.50** to **$5** each.



Cutting Grass is hard work if your lawn mower is a poor one—but there is a considerable degree of pleasure and satisfaction in grooming the lawn if your mower is one that runs easily, can be adjusted to cut evenly and at any desired length, and in addition carries the guarantee of a reliable maker. The mowers we offer you have the good features above mentioned—and more—they are reasonable in price: Range from **$4.75** to **$18.00.**

WATSON & CLARK

120 Main St. Phone 15. COMITON, ONT.

Advances Made in Early Closing

Not Only Are Merchants in the Larger Centres Tending This Way But Also Those in Smaller Places—Working Hours Being Cut Down to Permit of Some Recreation.

LIKE the wave in favor of a half holiday every week that has been advancing so rapidly during the past few years, there is also a rapid development towards earlier closing. Many of the merchants in the larger centres, and in the main streets particularly, have, of course, been cutting down working hours during recent years, but of late we see a popular note in its favor from the trade in the smaller places.

From the following list of Ontario towns will be seen the trend of the times in this regard:

ALEXANDRIA.—Close at 8 p.m. five nights, except June, July and August, when they close at 6.30.

AMHERSTBURG.—Close every night at 6 o'clock, except Saturday.

ALLISTON.—At 6 p.m. Monday, Wednesday and Friday.

ALVINSTON.—At 6 p.m. three nights a week.

ATWOOD.—At 6 p.m. on Monday, Wednesday and Friday.

BANCROFT—At 6 o'clock Monday, Wednesday and Friday.

BEAVERTON.—At 6 p.m., except Wednesday and Saturday.

BRIGDEN.—Close at six o'clock every night, except Saturday.

BRIDGEBURG.—At 7 p.m., with the usual exceptions.

CALLENDER.—At 6 p.m. Monday, Wednesday and Friday.

CARLETON PLACE. — Most merchants close at 6 p.m. Monday, Wednesday and Friday.

CARDINAL.—At 7 p.m. three nights a week.

CHESTERVILLE.—At 6 p.m. Monday, Wednesday and Friday, and at 8 p.m. Tuesday and Thursday.

CAYUGA.—At 6 p.m. except Wednesday and Saturday.

DORCHESTER.—All stores close one night a week at seven o'clock.

DRESDEN.—At 6 p.m. Monday, Wednesday and Friday.

ERIN (Wellington City). — Close Tuesday and Friday at seven o'clock year round, with usual exceptions.

ELK LAKE.—Close at six o'clock Wednesdays and Fridays from June to October.

ELMVALE.—At 6 p.m. Monday, Wednesday and Friday.

FORDWICH.—Close early Mondays, Wednesdays and Fridays.

FINGAL—At 7 o'clock on Tuesday and Friday from June 16 to August.

FINCH.—At 7 p.m., except Wednesday and Saturday.

GRIMSBY.—Close at 6 p.m. every day, except Saturday and days before holidays.

GRAND VALLEY.—Close at six o'clock, except Wednesday and Saturday.

HUMBERSTONE. — Close at 6.30 p.m., except Saturdays and nights before holidays.

HAWKESBURY.—At seven o'clock Tuesdays and Fridays the year round.

JARVIS.—Close at 6.30, except Wednesdays and Saturdays.

KINCARDINE.—Close at 6.30 during summer months.

LANCASTER.—Close at 7 p.m. Tuesdays and Fridays.

LANARK.—Close at 6 p.m. Monday, Wednesday and Friday.

LINDSAY.—At 5 o'clock each evening except Saturday during summer months beginning June 15.

L'ORIGINAL.—Early closing twice a week.

MANITOWANING.—At 7 p.m., except Wednesday and Saturday, during May, June, July, August and September.

ORONO.—Closes early every other night.

PORT ELGIN.—Six o'clock the year round, and 10.30 preceding holidays.

ROCKLAND.—6 p.m. Tuesdays and Fridays by city by-law.

SIMCOE.—6.30 p.m. Monday, Wednesday and Friday, except on 10th or 15th of month, or preceding a holiday.

STAYNER.—6 p.m., except Saturday.

STANFIELD. — 6.30 p.m. Monday, Wednesday and Friday.

SUDBURY.—All stores close not later than 7 p.m.

WIARTON.—Close every evening at six o'clock, with usual exceptions.

WESTPORT.—Close Tuesdays and Fridays at 6 p.m.

WINCHESTER.—Close at 6 p.m. five nights a week.

TEAM WORK BY MERCHANT AND FARMER.

(Continued from page 39.)

when we go to him to trade for groceries."

"Well, that's got nothing to do with me," said Walker in an aggrieved tone.

"Nothing to do with you," Avery flung out: "Why, it's got everything in the world to do with you. If a farmer's wife drives in ten miles to do some trading and gets eighteen cents for eggs that MacLean turns around and sells here in town for twenty-eight; she's not only going to get sore on MacLean, but on you and on Sampson and every merchant in this town. Do you know what the commonly expressed opinion amongst the farmers generally is about the merchants of this town"

"No, I can't say that I do," answered Walker.

"Well, I'll tell you. It's this. They figure that you are a bunch of robbers, that you try to work us coming and going. Some of you underpay us when we sell and you all complain if we go elsewhere to buy. Why," he added disgustedly, "there's the greatest chance in the world here for you fellows if you could only see which side your bread was buttered on."

"What do you mean?" asked Walker.

"Simply this: get together, not only you merchants, but everybody; go in for team work and help one another."

"See here," said Walker, "If I take this thing up amongst the merchants and all the customers that we may see, will you give it a boost around the country so that we can call a mass meeting and get right down into the heart of the trouble?"

"I sure will," and the two men shook hands.

The conversion of that town and the surrounding country dated from that day. The mass meeting lasted far into the night and resulted in both farmers and merchants airing their grievances and in shedding the light of publicity on old abuses. A temporary committee that was composed of farmers, townspeople and merchants was appointed to draft a set of resolutions that should embody in them the spirit of the inquiry that was to be instituted. The final result was a sweeping survey of local conditions that had to do with a large number of things that concerned the welfare of the community.

The merchants started the co-operative ball to rolling by publicly pledging themselves to buy from one another at home in preference to an outside point as long as home prices were at all fair. They further pledged themselves to paying the highest possible price to the farmers for their produce.

A kind of informal association or Board of Trade was then formed; but instead of keeping the farmers out as is usually done, the merchants eagerly welcomed them as members. An enterprising clerk of Walker Bros. was voted secretary at a moderate salary and he devoted most of his evenings to welfare work for the community. Through his efforts it was arranged that a Toronto commission house should take all of

(Continued on page 55.)

How to Develop Four-Piece Tapered Elbow

Sheet Metal Problem Showing How to Develop a Four-Piece Tapered Elbow, the Taper Running Straight Through the Elbow.

By E. Newton.

TINSHOPS.

IN the problem presented here we show how to develop a 4-pieced tapered elbow, the taper being straight through the elbow. Such being the case, the pattern required is a section of a cone. To lay out and cut the pattern proceed as follows:—In Fig. 1 we show a side elevation of elbow when completed. Draw a straight line as shown in E F, length being equal to A B in Fig. 1. From E and F and at right angles to E F erect two lines any length, as shown by dotted lines in Fig. 2. This will form an elevation of a straight pipe, the diameter of the large end of the elbow. On this elevation as shown by G, E, H, and F, mark off the sections of a four-pieced elbow, as shown by lines K, L, M, N, and P R. At the end of elbow as laid out and from the center between G and H mark off the diameter of the small end of the elbow, as C D in Fig. 1. Connect points E and F to C and D on line G H continuing lines until they meet at point X, their union making an elevation of the cone complete. On the base of cone E F draw a half circle, with dividers or compasses, and divide into a number of equal parts.

Placing side of square on line E F, connect points or divisions in half circle to base line E F. Connect points thus obtained on line E F to point or apex of cone intersecting the lines K-L, M-N and P-R. At right angles to G-E or H-F draw lines through the intersection of the lines P-R, M-N and K-L with the lines numbered 1, 2, 3, 4, 5, 6, 7, 8, 9, continuing them through until they meet the outside line of the cone, as C-E or D-F.

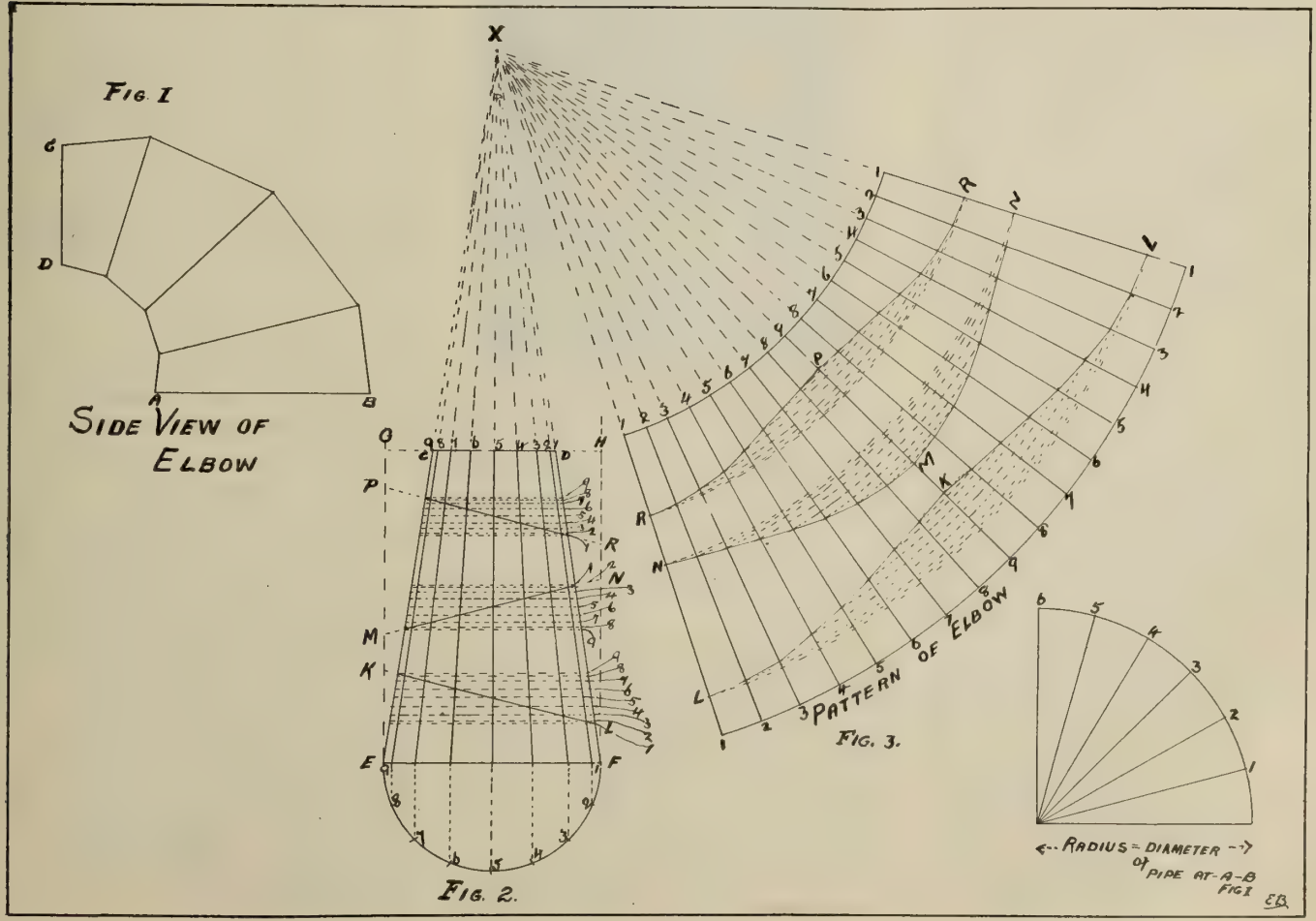
With X as a center and X-F as a radius strike an arc, running it out some distance. From point X draw a line cutting arc as in line X-1 in Fig. 3. Beginning at point 1, lay out a strechout of base of cone as shown by divisions 1 to 9 on the half circle. Connect points of divisions on large arc to point X. Number these lines to correspond with lines at base of cone.

Using X as a center, make the various arcs from the points at side of cone, the arc from 1 being marked on line 1, from 2 on line 2, from 3 on line 3, and repeating until all the lines on the stretchout are bisected by an arc drawn from corresponding number at side of cone. A line drawn through the intersections will give the lines K-L, M-N and P-R on pattern.

In Fig. 4 is shown the division of a quarter circle into the required number of parts to give pitch for a four-pieced elbow.

HOW MANY?

How many clerks endeavor to do some of the customer's thinking by suggesting to him the purchase of a saw after he has bought a hammer; a glass-cutter after he has bought some points; in short, one of the many co-related articles of any one group of accessories?



Junior Clerk's Page

A FEW TIPS.

THE large majority of hardware clerks are ambitious. Some wish to become proprietors of hardware stores, others wish to enter the manufacturing field, and it is a safe bet that at some time or other in his career every junior clerk is fired with the ambition to secure a road job to become a traveler. In looking back through the "Current News" pages of Hardware and Metal for the past year, we find that a large number of traveling salesmen have been selected from the ranks of the retail salesmen in retail hardware stores. For the benefit of those who are contemplating joining the traveling fraternity, it might be advisable to point out a few of the pitfalls into which the new traveler sometimes falls thoughtlessly.

A salesman for a paint and wallpaper house dropped into a decorator's store and after a very able opening in which he praised his firm's style and variety in paints and papers, caught sight of a pattern book which showed signs of having had considerable wear lying on the counter. Possibly thinking he had been inspired with a good idea he moved along a few steps, rapped the book with his knuckles, opened and turned over a page or two and said, "This is a very shabby book for you to show your customers—let me send you our latest book of patterns."

"Yes, I agree with you; it is a dirty looking affair," said the dealer, "but it is two years old. I got it out to-day merely to make sure of a number of a pattern which a customer bought of me some time ago and now wants to order a similar pattern. I have just mailed a letter to see if the firm has any of it left. These books you see up on that desk are not dirty though."

The dealer resented the remark and his emphasis on the fact that he had clean and up-to-date books on his desk showed the salesman pretty clearly his error. He apologized, but the favorable impression that he had at first created vanished with the retort of the dealer. A sure sale was lost in this instance through the injudicious remark. The offer of a new book of patterns could have been made without any reference to the dirty condition of the one on the counter.

A salesman for a cutlery and specialty house lost for his house a customer of many years standing through a somewhat similar error. On his first trip on the road he was given a territory left vacant by one of the regular salesmen quitting. Consequently it should have been plain sailing—but it proved otherwise—at least in one instance. At one store, owned by a Scotchman who had traded with the house for several years, the salesman in displaying certain lines of goods cast his eye critically round the store and said, "If you had some decent showcases instead of those things you have there you would have a chance to move this stuff much quicker." Following a remark by the storekeeper that he had made all his business with "these things," the salesman went into a lengthy harangue on the benefits of showcases until he was suddenly pulled up by the storekeeper asking, "Are you selling showcases or what?" The storekeeper betrayed visible annoyance and the young salesman left the store minus the order—but doubtless considerably enlightened in the effects of such methods.

"Do you know that I have not got any business from you for several trips?" is the remark of one salesman who tries the "injured air" to get orders. Of course such a practice can only be made when the customer has bought many times before. But whatever or whenever it may be used it is a poor policy as this salesman eventually found out when a retailer who occasionally handed the salesman a nice fat order exclaimed, "I neither know or care when you got your last order. I buy to suit myself and not salesmen."

Such tactics are weak. The salesman places himself for consideration, rather than his goods. Even in cases where the best of friendship exists between customer and salesman it is not advisable. It may be said at that psychological moment when the customer would express himself similarly to anyone. Such a remark would not bear fruit if the customer was worried or "on edge."

A habit that one salesman fell into, one that really made him more agreeable to the people he called on—and only affected his sales record—was that of assisting prospects too quickly out of their verbal difficulties. It may be polite to assist a customer or prospect in coining the word or words they are trying to recall, but it is not always conducive to business. Nor is it part of the salesman's duty to help customers explain why they will not buy.

The salesman in question finding that he was falling down on his canvass more quickly and more frequently, wondered at first and then searched for the cause. He could not fathom the reason, but determined to watch and remember every move he made till he found out if he was to blame or his goods. A dealer he called on claimed that right at that moment he had too many accounts running and that he only did a limited amount of business. "Well, Mr. Smith, you don't think it worth while splitting up then?" was the remark made by the salesman and the answer of the dealer, "No, I don't," fitted in so easily that the salesman saw in a flash just where he had been falling down so frequently. He had been helping in one way or another by such suggestive phrases to turn down the business in the easiest possible manner. One of the main points in salesmanship is getting the prospect to answer the way the salesman wants him to—getting the admission—but in this case the salesman instead of making it hard for the customer to turn the goods down he made it easy.

"I think I had better put you such and such a line in, Mr. Blank," said the traveler for a large concern after a rather patronizing discussion. "Pardon me, Mr. Smith, but I do my own thinking and up to the present I seem to have done it pretty well," answered the dealer. "Oh, then you don't think my experience and knowledge of this class of business superior to yours?" queried the traveler. Now whatever the dealer thought about this remark, for or against, it was obvious that if he made the admission he would have to stock up a line he did not want and so he bluntly asserted in the negative.

Current News

Death of C. P. Geary.

St. Thomas, Ont.—The death occurred recently of Chas. P. Geary, local manager of the Queen City Oil Co.

Dominion Incorporations.

Imperial Waste and Metal Co., capitalized at $50,000, head office Montreal, to deal in all kinds of metals.

Du Pont Safety Powder Co. of Canada, Ltd., capitalized at $2,000,000, head office Montreal, to manufacture and deal in explosives.

Addition to McClary's Plant.

McClary's Stove Works, London, Ont., have commenced work on a 340 x 80 ft. addition to their foundry plant, at the south end. This addition is in the shape of an extra storey to their extensive mounting shop, which is found necessary. The addition will cost $25,000.

Ontario Incorporations.

The Ontario Concrete Post Co., Ltd., capitalized at $40,000, head office Brantford, to manufacture and deal in concrete posts, etc.

Ford City Metal Products Co., capitalized at $100,000, head office Ford City, to manufacture and deal in metal products.

New Firms.

Point Aux Trembles, Que.—Latendresse & Fils, hardware, have registered.

Business Changes.

Strathroy, Ont.—A. Lawson, dealer in tinware, has sold out and moved to Sarnia.

Fire Losses.

Montreal, Que.—A. E. Cote, hardware establishment has been burned out.

Brockville, Ont.—The planing mill of the Jas. Smart Manufacturing Co. was destroyed by fire.

Personals.

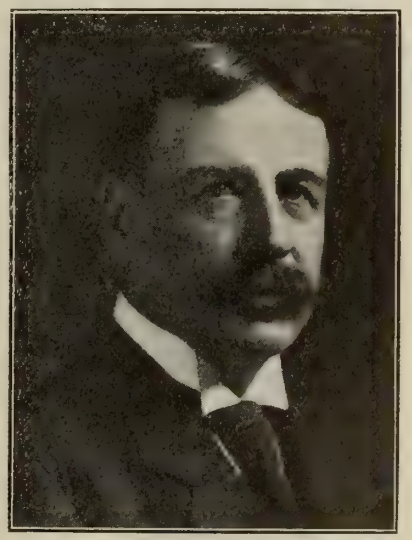
E. R. Grobb, of the London Foundry Co., was in Winnipeg last week on business.

Geo. E. McCosh of Brock Sask., left for Toronto this week, the object being matrimony.

Among those recently elected to the Ontario Legislature are J. H. Ham of Ham & Nott, Brantford; Thos. Marshall of Congdon & Marshall, Dunnville; F. H. Hall, of the Hall, Zryd Co., Hespeler.

J. H. Aldstaetter, representative of the American Metal Polish Co., of West Somerville, Mass., who was recently seriously injured by being thrown from a street car, has been removed to his home in Philadelphia.

J. P. Lacroix, St. Lin; J. S. Thinkess, Hallville; Munro Bros., Monkland; Mr. Desy, of Phoenix & Desy, Hawkesbury; J. S. Messier, Varenne; J. F. Crepin, Chateauguay; J. O. J. Dufresne, Nicolet and J. P. Lalonde, St. Bruno, were among the out-of-town buyers in Montreal this week.



E. W. CHARLTON

Recently promoted to sales management of Quebec division, Brandram-Henderson, Ltd.

H. L. Brainerd, of Brainerd Manufacturing Co., East Rochester, N.Y.; C. E. McLaughlin, of Oneida Community, Ltd., Oneida, N.Y.; Edwin Moore, president of the Moore Push-Pin Co., Philadelphia; Mr. Dingay, of Henry Disston & Sons, Toronto; and A. E. Kinsley, sales manager of Oneida Game Trap Co., Inc., Oneida, N.Y., were calling on the trade in Montreal this week.

CENSUS OF STORE CO-OPERATION.

(Continued from page 37.)

quality had its exponent in some one or more of the stores visited, and that there was no outright lack of attention, but rather a lack of aggressiveness in some one or more departments. If the good features of all those stores could have been combined, it would have been found that what one store lacked the other possessed and vice versa. In short, it is evident from this table that with one exception each store centralized its efforts on one or more departments to the detriment of the remainder, instead of retaining a well-balanced scheme of co-operation. In some cases a store that had an excellent window trim was found to have a very poor arrangement of stock inside. In one case an extremely poor window hid an excellent interior. Again, a good combination of both was offset by a lack of interest in the salesman.

I found that the human element made the greatest impression on me; that is, upon entering a nice-looking store, the effect of it was lost upon me if I met a slovenly salesman and inversely; if, in a musty-looking store I was approached by a good salesman, I was apt to lose sight of the appearance of the store.

Undoubtedly the upstanding feature of this investigation was the lamentable lack of co-operation that it showed between windows, interiors and salesmen. It was found, though, that there was more apt to be a good salesman in the nice-looking store than in the other kind, due no doubt to the fact that the latter reflects its owner and reacts on the men inside to a greater or less extent, which merely goes to prove again that, whether good, bad or indifferent, the store appearance and sales results are, when all is said and done, in direct proportion to the initiative, ingenuity and love of work that inspires the men inside.

Observing Half Holiday.

The merchants of Prescott, Ont., are observing the weekly half holiday during July and August, and are closing on Wednesday afternoons.

New Hardware Goods

Offered Canadian Hardwaremen

Mail Box Display Stands.

The Peck-Hamre Mfg. Co., of Berlin, Wis., U.S., offers a new display stand for mail boxes. It consists of a revolving pyramid display stand that is offered free with any order of medium size in the same line. The manufacturers



New display stand for mail box.

claim that it enables the dealer to exhibit the different finishes and designs of this firm to much greater advantage than is possible without it. It displays eight boxes, two on a side, four of which are shown in the accompanying cut.

A Hot Sparker Battery.

The Canadian Carbon Company, Ltd., of 96 West King St., Toronto, offers the



Hot sparker battery with sealed connections.

trade a new hot sparker battery. The manufacturers claim that their article will give no trouble from loose connections between the cells in the dry battery, as their connections are claimed to be solidly sealed.

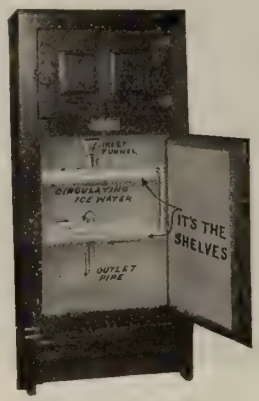
Efficiency Cold Radiator System.

The Efficiency Metal Products Company, Inc., Candler Bldg., 220 West Forty-second Street, New York, U.S., is offering a new cold radiator system. It is made of rectangular shaped metal tubes that the enameled in white, and is made to serve as shelves, racks, etc., for cooling compartments in rooms, refrigerators, etc.

The system operates by the tube shelves catching the drip of the melted ice above and circulates it, thus utilizing what was formerly a waste by-product.

The ice water retains the cold, evens the temperature, increases refrigeration, aids sanitation, saves ice, simplifies the care of the refrigerator and produces the best results without further cost, the company claims.

The company's water chest placed in the ice compartment, enables the use of



Showing tube shelves of new radiation system.

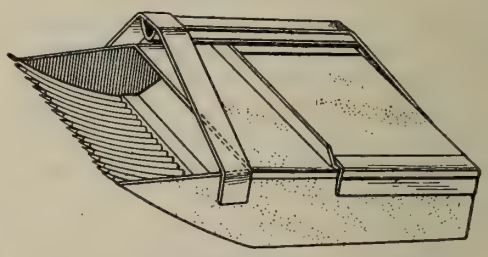
cold water instead of ice in the refrigerator during the winter and spring months, when water is naturally very cold. This makes the system an all year round business and increases the saving on ice bills to a very large extent, especially in private families and business houses. The circulation of cold water in these hollow metal shelves creates, the company claims, an ideal condition in the food compartment of the refrigerator.

This ice water shelving can be installed in any refrigerator, old or new, small or large, commercial or household, at a very moderate cost.

Chemicals, salt or ammonia are not used in this process.

Huckleberry Picker.

The accompanying illustration shows the "Mary Jane Frances Huckleberry Picker," which is being manufactured in Canada by Christie Bros., Owen Sound. It is claimed that with this



Huckleberry Picker.

picker 2½ bushels of huckleberries can be gathered in one hour. The pickers are made in small and large sizes. The small pickers will be tried out this season for picking currants, gooseberries, cherries, etc.

STREAMERS FOR WINDOW ADVEERTISING.

Sarnia, Ont.—Tersely-worded window streamers are coming into general use among merchants here, particularly for the purpose of calling attention to special and timely offerings.

The streamer, which appears to have originated with the soda fountain people, is usually a narrow, oblong strip of paper, pasted up inside the window. White paper with blue lettering and the price in red is a popular color scheme, though other colors have been advantageously used. As a rule the streamer merely gives the name and price of some "special offering," though other information can be given. Occasionally pennant-shaped pieces of paper are used, though oblong strips 3 x 24 inches are the rule.

The use of the streamers, of which the ordinary window will accommodate anywhere from a dozen to a score, does not interfere materially with the window display proper. Merchants who have used them state that they are more effective than ordinary show cards, while less expensive, since ordinary white wrapping paper can be used in making them. The remainder of the equipment consists of a set of small brushes and two or three different colors of suitable ink.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

The general condition of business remains unchanged from last week, although the outlook for the future is brighter. The advent of mid-summer, the closing of schools and the Dominion Day holiday had a good effect on business in sporting goods and campers' supplies. Hardware jobbers report that June business was fair and can be favorably compared with the volume passing during the corresponding period of last year. The metal markets are practically unchanged and buying is still of a hand-to-mouth character. Quotations on most metals are low and considerable price shading is evident. Paint manufacturers state that trade with the retail hardwaremen is holding up well and that business so far this year is up to their expectations. The stove business is quiet at present, the principal demand being for summer stoves. Some good orders for furnaces are being placed. Hardware retailers are buying in small lots and often. Most of the goods ordered is required to fill immediate wants and retailers as well as jobbers are conservative in their buying. It is pretty generally admitted that retailers' stocks on hand are very light. The recent cold weather has had a bad effect on the sale of certain summer lines. If crops turn out as favorably as is anticipated at present, there should be a noticeable improvement in business during the fall. The most important price change during the week was the advance in the price of white lead reported in the paint markets. Wood screws as predicted by Hardware and Metal have advanced 5%. Some lines of woodenware and brushes have also advanced. Some manufacturers of builders' hardware have changed their terms of settlement and are now allowing 1% if payment is made not later than the 15th of the month following or sixty days net.

MONTREAL.

MONTREAL, July 2.—There has been a little improvement in business lately, especially from the farming districts. Though orders, in some cases, were below the mark last week, there was noticeable some improvement so that the total volume will probably average up well. The holiday this week has stimulated the demand for sporting and vacation goods, with both jobbers and retailers. There has been an exceptionally good demand this year for garden hose, sales with most of the jobbing houses showing a big increase over last year. One jobber in commenting on this remarked that he had noticed that when hose was selling freely there was not much demand for lawn mowers, and vice versa. This year the dry weather has made the demand for hose, whereas if there had been plenty of rain, lawn mowers might have sold better, as the grass would have been a factor to reckon with.

Screws and Nails.

In the market report of May 30 it was stated that screws were as cheap as they would be. There has been a feeling for some time that an advance was about due, and this week 5 per cent. advance was made in flat, round and oval head bright. Brass goods are not affected. The new discounts on "bright" are as follows:

Wood, F.H., bright, 85, 10 7½, 10, 5 per cent.; wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.; O.H., bright, 80, 10, 7½, 10, 5 per cent. off list.

Nails are still quoted at $2.25 base, Montreal, for wire nails; and cut nails are $2.50 base, Montreal. Rivets and burrs are unchanged at discounts in current market quotations.

Stoves and Ranges.

Business in stoves has been rather on the quiet side lately, but this is expected at this time. Orders for fall are considered to be pretty well up to the mark. Gas stoves have been selling well and inquiries are being received for coal and wood ranges and heating stoves. There is also a good demand for hot air furnaces. One manufacturer reported having received an order from one firm in Toronto this week for 54 furnaces. Oil stoves are still being called for for country houses and camping.

Woodenware.

In addition to the lines of woodenware advanced as per last week's report, there was an advance this week in such lines as shoe, stove, scrub and clothes brushes and whisks, of 5 per cent., also another advance of 5 cents in the price of clothes pins. The advance in brushes is due to a large extent to the Mexican war and the shortage in the corn and rice root crops.

Metals.

Weakness still characterizes the metal markets and there has been practically no change from last week's quotations except a decline in solder. Quotations now are: Tin, 37½c; sheet zinc, $6.75 in casks and $7 in small lots; lead, $5.10; antimony, $8.50; spelter, $6, and copper, $16. Ingot brass, red, is 14c lb.; ingot brass, yellow, 13c lb.; wire solder, 23½c; half-and-half, 22½c, and wiping solder, 22c.

Bar Iron.

Market on bar iron is quiet and the quotation remains at $2.05 base, Montreal.

Lead and Lead Waste Pipe.

Quotations for lead and lead waste pipe are 7½ cents for the former and 9 cents for the latter, with discounts of 7½ per cent. Demand is fair and market has a firmer tendency in view of advances in pig lead.

Rope, Twine, Etc.

Demand for cordage lines of all kinds is improving and business compares favorably with last year at this time. Quotations are unchanged as follows: Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are: Best Manila, 650 feet to pound, 13½c; Manila, 600 ft., 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Wall Paper.

New samples of wallpaper are now being shown for next season. This is a line that is being handled more and more by hardware dealers here and they find it a profitable line to carry. The new patterns show a tendency to run to quieter colors and smaller figures.

TORONTO.

TORONTO, July 2.—Business in hardware lines varies from fair to quiet. The month just ended, although far from equaling the corresponding period of last year, shows more business than was anticipated in the early part of it, when the sale of spring lines first began to drop off. Paints and cordage are still the two best lines. Conditions in the steel trade are still uncertain and are more or less dependent upon United States action on the pending freight rate case.

Metals.

Metals are one of the quietest lines in the market. Buying is done in small quantities only. Half and half solder is still 23c. after its rise of last week. Tin is firm at 33½c. and copper at 15c. and lead at $5.15. Collections are fair, but owing to price-cutting tactics, profits are down to a low level. The lack of demand has caused considerable shading of prices in order that orders might be secured.

Other prices are as follows:—Antimony, 8¾c to 9c lb.; zinc, 5½c per lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 23c lb.; pattern aluminum, 22c to 24c; ingot aluminum, 18½c to 19½c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 21¾c lb.; wire solder, 26c lb.; tinkers' bar solder, 27c lb.; lead wool, 8c lb.; spelter, $5.50 per cwt.

Nails, Screws, and Rivets.

Nails are unchanged and in small demand at $2.25 base for wire nails and $2.70 base for cut nails. There has been an advance of 5 per cent. in screws. Flat head, bright, are now quoted at 85, 10, 7½, 10 and 5 per cent.; round head, bright, at 80, 10, 7½, 10 and 5 per cent. Steel men still hope for advances in steel lines generally, but can do nothing but wait on events. The strongest single price factor at present is the expected decision of the United States Inter-State Commerce Commission regarding the asked-for advance in freight rates. If this is granted it is expected that the railroads will at once place large steel orders, which cannot fail to give an upward tendency to other steel lines as well. So firm is the American belief in a favorable decision that brokers have practically discounted a three per cent. advance already.

There is no change in rivets, ruling prices of which are as per current quotations.

Rope, Twine, Etc.

Cordage continues in fair demand and is probably one of the best sellers. Twine, hay fork rope, and other lowest lines are selling well. There have been no price changes during the last week except in that of raw jute, which has dropped off ten per cent. and which will only affect the soft fiber twines. The break came very suddenly and originated in the United States, where considerable price shading is going on as a result of a scarcity of orders. Pure Manila is still 15c base, British 11c, African hemp 11c, and Sisal 10½c.

Stoves.

Stoves remain in fair demand only, since their recent decrease in sales, but the promised warm weather should materially assist the further sale of oil and gas stoves. Manufacturers do not anticipate any continual heavy demand until next fall.

Summer Goods.

Refrigerators have fallen off in demand, but freezers are still selling well. Screen doors and other fly preventives and destroyers are selling well. Prices are unchanged in all of these goods and are as per current quotations.

Cement and Fire Brick.

Demand in cement continues good at $1.85. Fire brick at current market quotations is not in as good demand. The present day extension of municipal improvements has tended to keep demand in cement up, as it is used to such great advantage in the more common of public works.

Brass Goods, Iron Pipe, Etc.

These lines, while not showing a business equal to that of 1913, are nevertheless making a considerable monthly turnover without price cutting. There have been no changes this past week since the drop in galvanized iron. Ruling prices are as per current market quotations.

LONDON.

LONDON, Ont, July 2.—Retail hardware business is fairly good here this week, although the sale for hammocks, refrigerators, screen doors and screen windows is poor on account of cool weather.

The nearness of the summer holiday season has a tendency to make the retail merchant reduce quantities in ordering from the jobbers or factories.

Wood screws have advanced 5 per cent., making price: Flat head, bright, 85, 10, 7½, 10, 5 per cent.; Round head, bright, 80, 10, 7½, 10, 5 per cent.; Oval head, bright, ditto; Flat head, brass, 75, 10, 7½, 5 per cent.; Round head, brass, 70, 10, 7½, 5 per cent.

No change has taken place in quotations on nails, which are as follows: Wire, $2.25 base; cut, $2.70 base.

Travelers are endeavoring to secure fall booking of lanterns, horse blankets, sleighs, etc.

WINNIPEG.

WINNIPEG, July 2.—While orders have been almost entirely of the sorting variety during the past week, the fact yet remains that business for the most part has been satisfactory; one jobbing house is so fortunate as to have done a June's business which is very nearly a record with them. They are either some few dollars ahead or behind June of 1912, which has so far been the high water mark.

A little more careful figuring will be necessary before the effect standing with other Junes can be told. Of course, it is a fact that this year's business has been secured at a somewhat higher cost than that of June, 1912.

There also seems to be good evidence that larger buying is about to commence. Word from travelers indicates that dealers are beginning to talk of car-load lots. As the crops improve and the need of threshing supplies approaches, preparation for the heavier buying is being made.

Fall Rush May Mean Delays.

It is becoming apparent that there will be a heavy rush of business in about a month's time. Indications are indeed that there will be some trouble filling all orders promptly. This, moreover, is a year when accounts which are at all doubtful are given careful consideration. On the whole, it would seem that the dealer who can estimate his wants fairly early will stand the best chance of having the goods on hand, when they are required by the farmer.

Many dealers are now suffering from a scarcity of barbed wire. This is a peculiar case, and one where it seems neither the dealer nor the jobber is at all to blame. The demand for this line—and for other styles of fencing—has been considerably heavier than was at first expected. In view of this being a year when conditions are a little trying, the belief was that many farmers would get along without doing any fencing. Probably this has been the case in some districts, yet the demand has been generally very heavy.

Manufacturers Are Blamed.

Probably acting upon the call that the demand would be light, manufacturers of barbed wire were loath to send as heavy a supply as the local jobbers desired. The result has been a very short stock. Last week, however, several cars

arrived, and it has been possible to fill new orders. At least two boats, moreover, laden with barb are expected at Port Arthur before Saturday. This supply, when it arrives, will take care of practically all orders now on hand.

Nails To Go Up.

There has been no change in the price of nails. The matter of the unusually low prices quoted by the mail order houses has, however, been brought very clearly to the attention of manufacturers, and it is expected that steps will be taken which will remove this unfair competition. It seems practically certain that nails will advance before long.

Ranges have not commenced to move at all rapidly yet. Dealers' stocks are low, however, and the expectation is that a fair demand will be experienced in July. Refrigerators, oil stoves and gas stoves have been moving quite briskly. Indeed, while the orders have all been of the sorting variety, the volume of these has been quite heavy.

Crops Developing Well.

Weather conditions are leading the stove men, and, in fact, all in the hardware field, to look with more confidence toward the fall's business. From many parts of the country splendid reports of crop conditions are being received. Practically every traveler now in the West is acting as a crop estimator, and the word the majority send in is highly encouraging. From Southern Alberta—from MacLeod and Maple Creek districts—blue reports have been received. The country is said to be very dry, and the prospects not at all good. Since such word was received, however, good rains have been experienced in those localities, and it is believed the crops there will be very fair.

In Manitoba conditions are generally good, although in some parts rain is needed.

Some Price Movements.

There is a possibility that stove pipes may be advanced somewhat before another week passes.

On Monday a meeting of the paint men was held to consider the white lead situation. At the present time the pig is being quoted at a high rate, and in the East this has been followed by an upward movement. So far such action had not been taken in Winnipeg, but an advance of 15c was found necessary.

Generally the paint business is good, not only in Winnipeg ,but throughout the whole West.

Furnaces Are Moving.

While stoves are not moving very rapidly yet, as has been stated, there is a good demand for furnaces. Much of the building going on is of a substantial variety, and quite large heating plants are necessary. Business in Winnipeg in this line is very satisfactory, and manufacturers report that through their local representatives they are getting a very satisfactory quantity of business from the three prairie provinces. So far Southern Alberta has been a little quiet, but the rains there, which have greatly improved crop prospects, are expected to have the effect of re-establishing confidence and so paving the way for more good orders.

TEAM WORK BY MERCHANT AND FARMER.

(Continued from page 48.)

their small produce from eggs to potatoes at a little better than the market price provided the produce was fresh and properly packed for his high class hotel trade.

By availing themselves of the cheerful assistance of the Agricultural College at Guelph, by lectures in the long winter nights and by the constant dissemination of literature, the farmers were induced to go in more and more for mixed farming and for the principle of marketing their grains on the hoof, and so getting higher prices and at the same time increase instead of decrease the productiveness of their land.

In time, the secretary had to leave the hardware store for good. His whole time became taken up with the new work, supervising and instructing in the dressing of chickens, packing of produce, etc., and in carrying on a heavy correspondence of an educational order.

The manner in which the spirit of cooperation and helpfulness grew amongst the community was wonderful. As they came more fully to realize that a community, like a rope, was only as strong as its weakest part; they began to perceive that neither the farmer nor the merchant could thrive at the expense of the other. It might appear that they could for a time, but like water, conditions would seek their own level and one could not help but suffer or prosper according as the other did; for the functions of both so interlocked that unison of action was essential.

With the growth of the new spirit, the mail order trade fell off, but that was only an incident. The young men began to see good opportunities at home and stayed there instead of going West, so that to-day that community shows less harmful results of the Western exodus than any farming community in Ontario. There are more autos, more telephones, better roads and less bad debts there than in any town around, and instead of looking upon one another as sources of income or sources of supplies, merchants and farmers regard one another as friends from having worked hand in hand for the common good.

ASBESTOS.

Supplying as they do a large proportion of the world's consumption of asbestos, the Canadian deposits of this mineral are of particular interest. While occurrences of the mineral have been noted in other localities and provinces, the principal areas are those found in the Eastern Townships, Province of Quebec. The present workable deposits are—as far as exploration work has shown, and with the exception of the Danville quarries—confined to the great serpentine range which strikes through the Townships of Broughton, Thetford and Coleraine. Leaving some scattered deposits in the Townships of Wolfstown and Ireland out of consideration, the total length of this productive serpentine belt is twenty-three miles, with a width varying from 100 feet in the extreme easterly part to 6,000 feet in the Mock Lake area; however, the serpentine belt as a whole in many places far exceeds the width indicated above. Active mining began about 1880.

The principal deposits occur at Thetford, Black Lake, Danville, and East Broughton; those at Thetford and Black Lake being the most important. The mineral occurs in a series of narrow and irregular veins, occasionally attaining a width of six inches, though those of the larger size are comparatively rare. Veins with three or four inches of fine fibre were, in the first years of working, quite plentiful; but as the mines increased in depth these appear to decrease somewhat in size. The veins reticulate through the rock in all directions. The deposits are worked by open quarrying, the long fibred asbestos of the larger veins being readily separated out, while the smaller material is carefully cobbed. This separation was at first accomplished entirely by hand, but mechanical treatment has been gradually introduced and perfected, until now large mills are in operation in which the rock is broken and crushed in various ways; and the fiberized asbestos taken up from screens by suction fans, and blown into collectors or settling chambers.

The annual production is now over 100,000 tons, valued at upwards of $3,000,000; and includes a wide variety of grades from the long fibred crude asbestos, valued at $300 a ton, down to the shortest mill fibre, valued at only $2 or $3 per ton, and "asbestic" sand used for wall plaster, and valued at from 75c to $1.50 per ton.

If every human crank were attached to something, most of the world's wheels would go the wrong way.

Selling Paint During the Holiday Season

Many Paint Sales Can be Made During the Midsummer Months —Ready Mixed Paint is an All-year-round Seller in Many Places. —Show Windows Play an Important Part.

WITH the advent of the mid-summer holiday season there is sure to be a falling-off in the demand for certain lines of hardware. Many people are making preparations to move to the summer resorts or to their summer cottages to spend the months of July and August. One of the departments in the store which should feel the relaxation of business less than any of the others is the paint department. This seems a peculiar statement to make in view of the fact that business drops off to a great extent during the hot weather months, but it is nevertheless true. Not many years ago the general impression prevailed that paint was a two-season selling commodity. The spring was the heavy selling season, while the fall season also brought a fairly heavy demand for paint. During recent years ideas regarding the retailing of ready mixed paints have changed considerably, and we now find many firms featuring paint and endeavoring to make paint sales the year round. Many of them have succeeded to an almost remarkable extent in making their paint department a profit-maker the year round instead of a profit-maker during two seasons.

At first thought, it would appear to the merchant who has not worked up a summer paint trade as though there were not many prospects to whom sales of paint could be made during the summer months; but on giving the matter further consideration you find there are many prospects. The owners of summer cottages are very often excellent prospects. The cottage may need painting, the boats or canoes may also be in need of a coat of paint or durable outside varnish.

There are also the men who stay at home and fix up around the house; they are quite numerous and may be found in every community. This year, when the hard times cry exists, you will find many people doing painting and other jobs around their own homes.

There is also the ordinary individual who had intended painting the veranda floor, the window screens, or the kitchen floor, but deferred action early in the spring and is now an excellent prospect. The farmer has a rather slack period for a few weeks and has a little time to paint his barns. No doubt a number of new houses are being erected in your town. Have you done anything to interest the home-builder in ready mixed paints, or have you allowed some energetic painter to supply the hand-mixed product?

You can get a large volume of paint trade during the summer months if you go after it—the hand of Providence is not likely to drive the business to you.

Lawn seats and swings, flower-pots, fences, screens, etc., can be greatly improved in appearance if painted. Why not display a few partly painted articles in a prominent part of your store or show window? The plan is an old one, but it has made many sales in the past and will make many more in the future.

Floor wax, floor polish and furniture polish can be easily sold during the summer months; that is, if the goods are kept well to the front and attractive displays are shown.

The show windows can be made play an important part in the summer paint campaign.

SALESMANSHIP.

Salesmanship, when we get right down to brass tacks, is more a matter of personality than anything else. That is something that few of us have, but which we can all cultivate. If it were not for the fact that man is enabled to personally direct his own activities, energies and thoughts, he would be little better than the lower animals. We are as we are made, but incidentally some of us have a finger in our own making—to our sorrow.

There is no reason why the salesman who knows his goods from A to Izzard should not be a salesman in the true sense of the word by cultivating a little warmth in his personality so that his sales knowledge may have a working partner. Or, on the other hand, the man who exudes geniality, love of fellow men and so forth, every day is wasting his God-given gifts if he does not apply himself sufficiently to his goods to be able to put his rare gifts to some useful purpose. He may never learn as much as the other man knows by an uncanny instinct, but every little bit helps.

The other man can never hope to acquire his natural and wholesouled friendliness to customers, but he can at least make them appreciate his sincerity. Some one has said at some time that it is only by striving after the impossible that we are able to accomplish the commonplace, and without that high goal, we perish.



A very neat paint display shown in a narrow display window.

"CHALCO"

A PAINT AND VARNISH REMOVER THAT'S 20% MORE EFFICIENT THAN OTHERS YET COSTS NO MORE

To Retailers, Jobbers and Manufacturers:

We are now able to offer in "Chalco" a Paint and Varnish Remover of unusual merit.

It's 20% more efficient than others.

TRADE CHALCO MARK

The Paint and Varnish Remover

"We pay no royalties to put on your bill."

Write for Proposition

"Chalco" is positively different and positively superior—it leaves the surface better for refinishing than any other product we've tested.

It does not injure the hands.

MANUFACTURED IN CANADA BY MARTIN-SENOUR CO., LIMITED
IN THE UNITED STATES BY THE H. B. CHALMERS CO., SCHENECTADY, N.Y.

Benefit By Berry Brothers' Reputation



Berry Bros.' products have the reputation of giving the best of satisfaction for over 56 years. They are known the world over as honestly made merchandise of the highest grade.

Every merchant that sells Berry Bros.' products gets the benefit of this prestige. He is known in his locality as a dealer who sells high-grade varnishes.

Berry Bros.' aggressive advertising helps the dealer. It tells people the world over that the various Berry Bros.' products are dependable.

Berry Bros.' varnish sales are satisfactory sales. The dealer gets more than the profit from each varnish sale—he makes a satisfied customer—one that will come back to buy other goods.

If you are not a Berry Bros. dealer, pave the way for bigger and better varnish profits by writing us to-day.

Member of

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858

FACTORY:
Walkerville, Ont.

Weekly Paint Markets

MONTREAL.

MONTREAL, July 2.—An advance of 15 cents in white lead is the outstanding feature of the paint markets this week. There is a general tendency for firmer markets all round, and further advances would not come as a surprise. Business keeps exceptionally good, and almost without exception the jobbers and manufacturers report that they feel gratified with such a good showing, especially when in many lines of business there has been a distinct falling-off from a year ago. Retailers also state that trade has been quite active.

White Lead.

An advance of 15 cents per hundred was announced in white lead this week. This advance is due to higher prices for pig lead in the London market, which was followed by an increase in dry lead last week, and now the grinders have followed along with an advance. The market is still firm, and a further advance is not unlikely in the near future. Quotations now are: $8.20 for ton lots and $8.40 for less than ton lots.

Turpentine

There has been no change in the market for turpentine this week, but it is still very firm, and there has been a very fair local demand. Quotations are:

1 barrel ..... 67c per gal.
5 barrels ..... 66c per gal.

Five-gallon packages, 5 cents advance; packages extra; terms net.

Linseed Oil.

A firm market continues for both raw and boiled linseed oil, and though there has been no actual change in prices since last week's report, there is every indication that higher figures will soon be asked. Quotations now are:

Raw Linseed —

1 to 4 barrels..... 61c per gal.
5 to 9 barrels..... 60c per gal.

Boiled Linseed—

1 to 4 barrels..... 64c per gal.
5 to 9 barrels..... 63c per gal.

Gasoline and Benzine

There has been a fair demand for gasoline and benzine, but sales have not been as large as they were a short time ago. Shipments to outside points were very heavy until within the last few weeks, and it is stated that most dealers are now pretty well stocked. Quotations are the same as last report:

Barrels, in wood ..... 21c gal.
In steel and drums ..... 18c gal.
Tank wagon (100 gals.)... 17c gal.

Benzine is quoted at 20c per gallon in single barrels.

Paris Green

The demand for Paris Green has fallen off somewhat this week, due in some measure to wet weather, but it will probably move better with the advent of warm dry weather again. Prices are unchanged from the list in current market quotations.

TORONTO.

TORONTO, July 2.—Paint lines are a little stronger than they were a week ago. There has been a sharp advance of fifteen cents in white lead as was to have been expected according to our recent reports. Gasoline has declined but turpentine and oil are very firm.

Turpentine.

This staple is very firm at Southern producing centers with no present indications of weakening. As an indication of the underlying causes of such a condition may be cited the fact that there is less coming in from the growers than at any corresponding period of the last three years. The demand is fair at the ruling price of 70c for single barrels, and 69 cents in 2 to 4 barrel lots. Some price shading is evident.

Linseed Oil.

Oil remains the same and demand is just fair. There is no new information on the flax crop or on general oil production. The late estimates of Canadian and United States decrease in flax acreage are still the upstanding features that tend to influence market reports. Ruling prices are as follows:—

	Raw	Boiled
Single barrels	63c	66c
3 to 5 barrels	62c	65c
6 to 9 barrels	61c	64c

Gasoline and Benzine.

There has been a drop of half a cent in gasoline, which, however, only affects the grade and brand chiefly used. Other grades remain the same. Benzine is unchanged at 19c and the low on gasoline is now 19½c.

Paints, Ready Mix and Dry Colors.

The demand in this line has been unprecedented all spring until the past two weeks, more particularly during the past week. Prices are unchanged and are as per current quotations. Except for occasional spurts due to good painting weather, no great activity is looked for in this line until fall.

Glass and Putty.

Business in glass is quiet at present and quotations are unchanged from the list in current market report. It is expected that sales will increase when construction now under way is further advanced. Demand for putty follows closely the business in glass.

American reports indicate a possible future shortage of glass this fall in spite of an ample supply at present.

White Lead, Paris Green, Etc.

White lead has advanced as these columns have prophesied for some time past. The advance amounts to fifteen cents on all grades, and emanated in Montreal. This follows the advance on dry white lead to the grinders that was referred to last week.

Paris green vies with glass as the poorest seller. Demand is extremely poor this year. Prices are still 11¼, 17½ and 19c per 100-lb. drum.

Arsenate of lead is quiet at $9.75 per 100-lb. keg.

THE THRESHERLOGUE.

Miller-Morse Hardware Co., Winnipeg, Man., have recently issued the "Thresherlogue" for 1914, consisting of 104 pages, featuring thresher supplies. The "Thresherlogue" is attractively gotten up and is well illustrated. Many new lines are featured. One page is devoted to steam boiler regulations governing the provinces of Saskatchewan and Alberta. Throughout the book the idea has been to present in a complete and comprehensive manner a list of goods applying particularly to the thresher trade.

BACK of EVERY CAN YOU SELL



THE BRANDRAM-HENDERSON REPUTATION

STANDS BACK OF EVERY CAN OF

B-H "ENGLISH PAINT"

you sell; and this reputation is no figment of the imagination but a solid, incontrovertible fact that **will sell paint for you.**

It is to your interest to sell only paints that are absolutely dependable. The paint that pleases the customer is the paint that brings him to you for more, and it is these "repeat" orders that make easy profits and a quick turnover of your stock.

As a trade-builder, B-H "ENGLISH" Paint is unmatched. It is not a new proposition, but an established success—a **known** paint that commands trade; why, therefore, should you take risks, when with B-H "ENGLISH" sales, profits and satisfaction are assured?

We guarantee that all B-H "ENGLISH" Paints that can be made on a white base, are made according to this formula:

70% **Brandram's B.B. Genuine White Lead.**
30% **Pure White Zinc.**

We are prepared to offer you liberal terms on this paint—terms eminently satisfactory to you. Write us for details.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2. doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	7 50
No. 3, doz., net	8 40
No. 4, doz., net	9 30
No. 5, doz., net	10 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.
Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.
Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.	Montreal	Toronto
Single bbls., gal...	0 20	0 19

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....	6 60
With rim, 18x28, doz.....	7 20
With rim, 20x30, doz.....	7 80
Without rim, 18x24, doz....	4 00
Without rim, 18x28, doz...	4 50
Without rim, 20x30, doz...	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 12x60 ins., doz...	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

BOARDS (Wash).	Per doz.
Glass, doz. .....$	3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).	Per yard.
10 inches, 7 oz.	0 05½
10 inches, 8 oz.	0 05¾
10 inches, 10 oz.	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English. 2 00	2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire Brick, English..17 00	21 00
Fire brick, Am., low..23 00	25 00
Fire brick, Am., high.27 50	31 00
Fire clay (Scotch), net ton	6 50
Fire clay, Am, net ton 5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz...	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case...	4 50
8 lb. size, 2 doz. in case...	7 20
17 lb. size, 1 doz. in case ...	6 75

COPPER.	Montreal	Toronto
Casting ingot $16 00		$15 00
Cut lengths, round bars, ½ to 2 in...		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base.		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets .	2 75	2 85
All bright, 52 sheets.	3 85	3 85

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL.

Raven and Murex Grades—	
I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—	
I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x65, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DOORS, SCREEN.	Doz
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Put your Paint Business on a Paying Basis

by selling your customers paints of guaranteed quality. You can do this by handling

Jamieson's Pure Prepared Paints

Consumer satisfaction is the one and only way in which to make good, because once a customer is satisfied he will always ask for the same brand.

R. C. Jamieson & Company, Limited

Owning and operating P. D. Dods & Co., Ltd.
Established 1858.

MONTREAL **VANCOUVER**



Hence, horrible villain!
. . . .
Thou shalt be whipped with wire,
And stewed in brine,
Smarting in ling'ring pickle.
Antony and Cleopatra.

WHEN CLEOPATRA heard the news that BRUTUS was married to **OCTAVIA** she vented her spleen upon the messenger and threatened to whip him with wire and then stew in brine. To use such threats she must have been in a great rage, and **NO DOUBT** there are times when people buy poor quality goods that give poor service they would like to treat the manufacturer and seller the same way that Cleopatra threatened to treat the messenger.

Don't Take Risks

Buy your **LEAD PIPE, TRAPS and BENDS, BABBITT METALS, SOLDER, BATHS, LAVATORIES, GALV. PIPE and ALL PLUMBERS' SUPPLIES** from

THE CANADA METAL COMPANY, LIMITED

the firm with the reputation for manufacturing goods that give **EXCELLENT SERVICE.**

Order from our nearest factory

Head Office and Factory: TORONTO **Branch Factories:** MONTREAL, WINNIPEG

Your stock is not complete without HARRIS HEAVY PRESSURE, the babbitt metal without a fault
THE ONE BEST SELLER

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14x20 base....	7 00	7 00
1 X, 14x20 base....	8 25	8 25
1 X X, 14x20 base.	9 50	9 50

DUCK.

Yarmouth Double Filled 29 in.		Standard Single Filled.	
7 oz.	0 17¾	6 oz.	0 12½
8 oz.	0 19½	7 oz.	0 14
10 oz.	0 24½	8 oz.	0 15½
12 oz.	0 29½	9 oz.	0 17½
		10 oz.	0 19½
		12 oz.	0 23¾
		15 oz.	0 32

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.

Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $12; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE Montreal Toronto

Single bbls, per bbl 0 21 0 19½

GREEN, PARIS.

Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks	0 16¼	0 17¾
250-lb casks	0 16½	0 18
100-lb drums	0 11¼ 0 17½	0 19
50-lb drums	0 11¼ 0 17½	0 19
25-lb. drums	0 11½ 0 17¾	0 19¼
1-lb pack	0 13¼ 0 19¾	0 21¼
½-lb pack	0 21¾	0 23¼
1-lb tins	0 14¼ 0 20¾	0 22¼
½-lb tins		0 24¼
Arsenic, kegs	0 10¼	
Petroleum, bbls	0 10	

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 35 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	2 75
Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered	5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5¼

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192 $16.80.

Chicago hold back screen door, iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06
¾ to 1 7-16 inch.	0 05½
1 7-16 to 3 inch.	0 65

Montreal 40%, Toronto 40%.

IRON, TINNED,

72x30 up to 24 gauge, case lots	$ 8 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	8 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 88
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	25c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64
Chair ladder, each	2 00
Common, plain	5 60
Shelf-lock	12c ft.
Extra Heavy	25c ft.
26 ft. 3 90 48 ft.	9 12
30 ft.	3 90

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS. Per doz.

Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern	7 00
Cold blast, japanned	7 50
Cold blast, plain	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby	1 75
Cold blast, common ruby	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
23-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Domestic (Trail), 100 lbs.	5 10	5 15
Imported pig, per 100 lbs.	5 10	

Lead Wool, 8c lb.

Sheets, 2½ lb. sq. ft.	7 50 7 50
Sheets, 3 lb. sq. ft.	6 75 6 75
Sheets, 3½ lb. sq. ft.	6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50 6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Raybone's.

No. 1369x12, Boxwood	4 90
No. 1626x9, Walnut pointed	
No. 1628x12, Rosewood	7 50
No. 104x24, Triple stock (net)	27 00
No. 104x30, Triple stock (net)	23 15

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS. Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak	15 00

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

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F. J. COX, Winnipeg, Agent for Building Paper, Western Canada

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GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PURE LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED · MONTREAL & TORONTO · WARRANTED PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75

Extra Cloths.

Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 9 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75%.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2⅛	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll..	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60 p.c.

O

OAKUM.

	Per 100 lbs.
Best (American)	8 00
U.S. Navy (American)	7 50
Plumbers (spun)	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).

	Per Coil Lots.
Fine, 30 ends to ¾ inch.	0 08¾
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70

	Per 400 ft. roll
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50

	Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll	1 05

	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40

	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of ea.	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE WROUGHT IRON

Buttwelded.

Size.	Black	Galvanized
¼ and ⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

Lapweld.

2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.

Lead waste pipe, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths	3 45
3 inch, in 10-ft. lengths	4 20
4 inch, in 10-ft. lengths	5 53
5 inch, in 10-ft. lengths	7 60
6 inch, in 10-ft. lengths	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, Can., 15%.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter.	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40 per cent
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 75 per cent.

Copper rivets, usual proportion fo burrs, 35 and 12½; burrs, 30 per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16

	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
Best Manila base	0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton, 3-16 in. and over.	0 24
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Raybone's.	Per doz.
No. 1375—2 ft.		1 90
No. 1101—2 ft.		4 10
No. 1167—2 ft.		3 60
No. 1106—2 ft.		4 25
No. 1375—3 ft.		2 50
No. 1112—3 ft., hf. round		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		1 75

S

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion Scales, 50 per cent.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb., platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS.

	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.

	Per cent.
Wood F.H., bright, 85, 10, 7½, 10, 5 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.	

The Proper Paint Perspective

It's well to remember that the store that sells satisfactory paint, wall finishes, etc., gets almost as much credit as the maker. Bring back the customer satisfied; that's the proper paint perspective. He may not need paint so often, but when he does you'll get his order. Sell poor, unsatisfactory goods and the reverse is the case. You'll make one paint sale and lose a permanent customer for paint and other things. And now we want to tell you our lines of paints, wall finishes, etc., will bring him back. Ask us about them.

BENJAMIN MOORE & CO., LTD. 6 Lloyd St., West Toronto
NEW YORK CHICAGO CLEVELAND CARTERET, N. J.

Do you sell it?

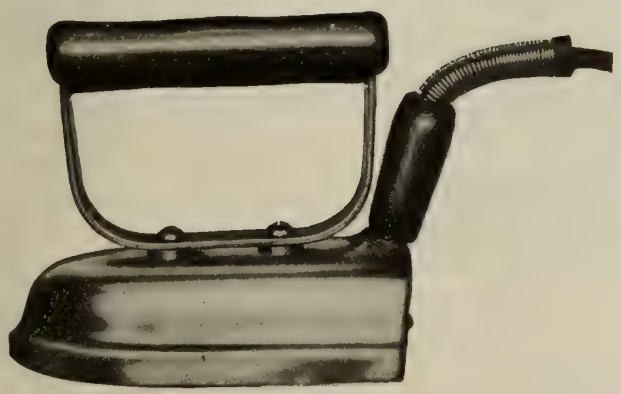
Stephens PURE PAINT

Stephens Barn, Roof and Elevator Paints

are the very profitable and satisfactory kind

We have received many re-orders from railroads and by all leading elevator companies throughout the West for their buildings. Sold under guarantee. **We have a very profitable agency proposition to offer you.** Write for it.

G. F. Stephens & Company, Limited
WINNIPEG, CANADA. Branch at Calgary, Alta.



Now is the time to have your stock replenished with

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THE BEST BY TEST.
Get our interesting proposition.

The National Electric Heating Co.
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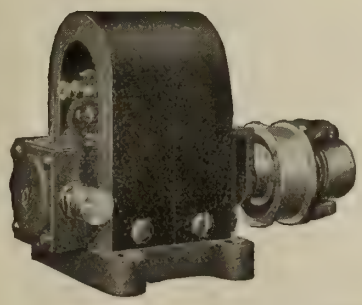
THE LIGHT THAT'S RIGHT

Eureka Lite

The fact is, with our Eureka—

You can light almost any old car as light as day,
But you can't afford to light a Ford in any other way.

LOW COST—HIGH EFFICIENCY



Eureka Jr. B.C. 2

Used with or without storage battery. Special attachments for Ford, Maxwell and other cars. Prices $20 00 and up, according to capacity required. Large profit to dealers. Write for particulars to-day.

HENRICKS NOVELTY CO., 1539 St. Paul St., Indianapolis, Indiana

O.H. bright, 80, 10, 7½, 10 p.c. 10 per cent. off list.
Wood, F.H., brass. 75 10 7½ 10
Wood, R.H., brass. 70 10 7½ 10
Wood, F.H., bronze 70 10 5 10
Wood, R.H., bronze 65 10 5 10
Drive screws 65 10 5 10
Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

SCYTHES.
Cast steel, doz. .....$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.
No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz..... 7 35
Brush, per doz. 8 40
No. 20, per doz..... 8 75
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box..... 1 00
Quinebog, per box..... 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 45
12 gauge	2 75	2 50
14 gauge	2 60	2 25
16 gauge	2 50	2 30
18 gauge	2 50	2 40
20 gauge	2 60	2 40
22 gauge	2 65	2 50
24 gauge	2 65	2 50
26 gauge	2 75	2 55
28 gauge	2 85	2 70

SHEETS (Corrugated, Galvanized).
22 gauge, per square..... 6 75
24 gauge, per square..... 5 50
26 gauge, per square..... 4 25
28 gauge, per square..... 4 00
Less 10 per cent.

SHEETS (Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best best
16-20 .. 3 95	3 75	3 95
22-24 .. 4 15	3 95	4 15
26 .. 4 40	4 20	4 40
28 .. 4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo Brand.

	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 75	3 40
26 gauge	3 95	3 55
28 gauge	4 30	3 90
10¾ oz.	4 50	4 20

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	65	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.

	Montreal Per. lb	Toronto
Tinker's bar		0 27
Wire solder, lb. ...	0 23½	0 26
Bar. half-and-half. guaranteed	0 22½	0 23

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING

Acme	0 19½
Commercial	0 20
Easy	0 20½
Star Extra	0 22¼

Strictly standard wiping, 22c.

SPELTER.
Foreign, per 100 lbs.. 6 00 5 50

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.
Poultry netting, 100 lbs... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.
Universal, japd., cyco bearing 24 00
Universal, N.P., cyco bearing 27 00
Grand Rapid, jpd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess, N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
American Queen, N.P., ball-bearing 32 00
Parlor 35 00

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES.
Lufkins—
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea... 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Raybone's.
Tape Lines, linen, No. 2601 x50, each $1.00
Metallic, No. 4011x50, ea.. 1.35
Metallic, No. 4011x66, ea.. 1.55
Steel, No. 2891x50, ea..... 2.70
Steel, No. 4161x50, ea..... 3.00
Steel, No. 4161x100, ea... 5.15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIN. Montreal, Toronto.
Tin, per lb..... 37½ 33½

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½ per cent.
Ordinary, 50 per cent.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.
5 ft., each.$1 50 14 ft., each.$4 20
8 ft., each. 2 00 16 ft., each. 4 80
10 ft., each. 2 50 18 ft., each. 5 40
12 ft., each. 3 00 20 ft., each. 6 00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb , 9¼c.
5 ton lots, ¼c per lb. allowance.
10 ton lots, ½c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,

	5-lb.	120-lb.
3-ply	0 28	0 24¼
4-ply	0 31	....

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.....	9 60	8 25
100 ft. 2¼ in...		10 25
100 ft. 2½ in....	12 25	10 65
100 ft. 3 in.....	13 30	11 00
100 ft. 3½ in.....	15 55	13 00
100 ft. 4 in.....	19 80	16 75

TUBS.
Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80
Common Galvanized.
No. 1, doz. 6 83
No. 2, doz. 7 43
No. 3, doz. 8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2.....	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80
	Per doz.
No. 0	10 50
No. 1	9 00
No. 2	7 50
No. 3	6 50

V

VALVES, ETC.
Ground work, 55 per cent.
Stand, compr. work, 60%.
High-grade compr. work, 50%.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS, IRON.
Full box, 45 per cent.; smaller lots, 30 per cent.; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WASTE.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 10
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 21 00
Garden, steel wheel, doz... 32 40
Light garden, per doz. $22 80
Heavy garden, L-side..... 33 00
Heavy farm, solid side.... 33 00

WHIFFLETREES.
Tubular steel, 28 ins..... 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal. London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35! No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE (FENCE). Per cwt.

Barb	2 35
No. 9, coil spring	2 25
No. 12, coil spring	2 40
No. 9, plain galvanized....	2 15
No. 12, plain galvanized...	2 30
No. 13, plain galvanized...	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅜, $5; 1 inch. $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Less 20 per cent.

WRINGERS, MOP.
White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks	6 75	7 25
Part cask	7 00	7 55

"BLACK CAT"

TRADE MARK

NINE LIVES

Spark Plugs and Flash Lights

(The Real Canadian Kind)



are everything that our trade-mark implies. Their extra long life is the result of work under the supervision of the world's experts.

Their longer life makes them cheaper for the user, and builds business for the hardware merchant.

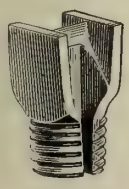


Everyone is absolutely guaranteed to give satisfaction. Should any fail to live up to the mark we will replace them with new ones, or refund the money.

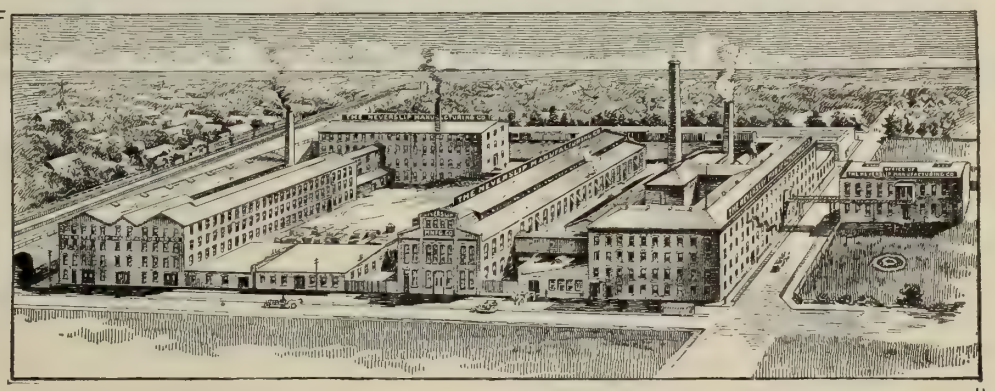
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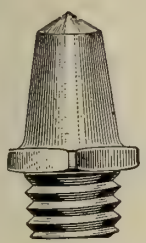
CANADIAN CARBON COMPANY Limited

96 West King Street **TORONTO**



Keystone





No 4



No. 5

Where Neverslip Calks and Shoes are Made

The Large Demand is Proof of Popularity.

This is a Fall and Winter line that will pay you a good profit.

ALL HORSESHOERS USE THEM.

because the horse-owner demands them. Let us tell you all about it.

Write for Booklet T containing full particulars.

Remember all Neverslips have **RED TIPS.**

The Neverslip Manufacturing Co.

U.S. Factory: NEW BRUNSWICK, N.J.

Canadian Factory and Office:

559 Pius IX Ave., MONTREAL



Sold Drilled or Calked

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1...$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz.....$14 70
Weighted, 20 lbs., doz..... 19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg..	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs..	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k..	0 12
Italian red, 100 lb. kegs..	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs...	0 20
Drop black pure dry.....	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels.....	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure.....	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 60
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet....	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal..	0 11
Brantford brown sheet....	0 10
Brantford golden sheet...	0 13
Brantford gelatine	0 22
Brantford white gelatine..	0 22
Brantford white glue.....	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26 .....$	4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26 .....$	6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine ...$	8 90	9 15
"Anchor," pure	8 40	8 55
Brandram's B.B. Genuine	9 40	9 55
C.P. Co. decorat's, pu.	8 40	8 55
Crown and Anchor, pure	8 40	8 55
Essex, Gen. (Windsor)		8 15
Island City Decorator's pure	8 40	8 65
Lily Pure	8 40	8 55
Decor'or's Pure (Winnipeg)		8 95
Moore's Pure White Lead		8 55
Lowe Bros'. White, H.S.		8 55
Monarch (Windsor)		8 65
Purity C.O. Co.'s, Ltd.		8 05
Ramsay's Pure Lead	8 40	8 55
Ramsay's Exterior ...	7 90	8 30
Sterling Pure		8 45
Tiger Pure	8 40	8 55
"James Genuine"		9 65
Stephens' H. P. P. (Winnipeg)		8 45

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No. 1 casks, per 100 lbs.	5 90	6 25
Less quantity		7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots...$	17 50
2 lb. pkgs., per 100 lbs....	15 00
5 lb. pkgs., per 100 lbs....	12 00
25 lb. pkgs., per 100 lbs....	11 00
100 lb. kegs, per 100 lbs...	9 75
200 lb. kegs, per 100 lbs....	9 60
300 lb. kegs, per 100 lbs...	9 50
600 lb. casks, per 100 lbs..	9 00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 63	0 63
3 to 5 bbls.	0 62	0 62
6 to 9 bbls.	....	0 61

LINSEED, BOILED.

Single bbls.	0 66	0 66
3 to 5 bbls.	0 65	0 65
6 to 9 bbls.	0 64	0 64

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal...	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure.....	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Ped barrel 2 50

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks ..	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums ..	2 60	2 70
Bladders, in bbls....	2 80	2 90

Pure Putty, 70c hd. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR).

Half pint tins, per doz....	0 60
Pint tins, per doz.....	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 69	0 77
Pure, single bbls.	0 65	0 70
2 to 4 bbls.....	0 64	0 69

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Excello		2 00
Mar-Not		2 70
Pale durable body		3 50
Pale hard rubbing.....		3 00
Finest elastic gearing.....		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
Furniture, No. 1		1 15
Furniture, Union		0 95
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan	1	12½
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 85
Crystal Damar		2 50
No. 1 Damar		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		1 05
House painters' japan		1 15
House painters' white jap.		1 95
Elastilite varnish		2 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel ..		1 75
Lowe Bros'. Durable Floor		2 40
Sherwin-Williams' KOPAL varnish		2 50
Canada Paint Co.'s SUN varnish		2 25
"Kyanize" Interior Finish.		2 40
"Flint-Lac," coach		1 30
B. H. Ltd., "Gold Medal," cases		1 80
Dependon Lt. H. Oil Finish		1 55
Everlastic Floor		2 30
Elastica exterior finish ...		4 25
Flattine floor finish		3 00
Stovepipe varnish, ½ pts., gross		9 60
Pure white shellac varnish		2 00
Pure orange shellac varnish		1 90
No. 1 orange shellac varnish		1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.....	0 07
Opalite, 100 lb. kegs.....	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge..	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black..	0 38
Ol dEnglish Floor Wax..	0 38

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls..	1 00

ZINC (DRY).

Extra Red Seal, V.M.....	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons.....	0 10
No. 1, in 25-lb. irons.....	0 07
No. 2, in 25-lb. irons....	0 05¾

Is Your Stock of

Paris Green

Sufficient to meet the demand during the Summer months

Thousands of farmers and gardeners throughout Canada have used The Canada Paint Co.'s Paris Green for the last twenty years, and they are still using it. Its dark green shade is a sign of its quality.

ARSENATE OF LEAD
BULLETIN NO. 284 OF THE DEPT. OF INLAND REVENUE—Ottawa, Can.

It will be noted that the Canadian article shows a greater uniformity and a nearer approximation to theoretical requirements than the samples analyzed at the New Jersey Station.

The results now placed on record indicate that this article, as offered for sale in Canada, is of very satisfactory character.

(Signed) A. McGILL,
Chief Analyst.

C.P. Arsenate of Lead is put up in both paste and dry form in all sized packages from 1 lb. up.



KING BUG: "WELL BOYS! I KNEW SOMETHING FEARFUL WAS BOUND TO HAPPEN WHEN I HEARD THE CANADA PAINT COMPANY WERE SHIPPING THEIR PARIS GREEN TO THESE PARTS."

Electros of this Newspaper cut will be sent free to all dealers handling CP Paris Green.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS. CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard "double," 60 and 10 per cent. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

FIXTURES.
Stall hollow bar, No. 3 $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng..	4 50	4 85
26 Am. or 26 special	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set.....	0 95
Mrs. Pott's No. 50, set.....	1 00

Asbestos Sad Irons.

No. 100, set	1 80
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.

No. 2, plain	7 25
No. 20, X-ray	11 00
No. 22, Dash-board	9 75
Trulite short globe, doz...	7 25

LEAD PIPE.
$7 coil; less coil, $7.50 cwt.

LEAD WASTE.
$7.50 per cwt.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Galvanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 25 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

6 inch riveted, per 100 ft...	$8 50
7 inch riveted, per 100 ft..	9 50

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal.	cans.
Carriage, No. 1.....	1 75	
Elastic Oak	1 90	
Furniture, No. 1.....	1 00	
Gold size Japan	2 25	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	
Granitine floor finish	2 25	
Pure white shellac varnish	2 20	
Pure orange shellac varnish	2 00	
Luminette	2 00	
Best wearing body	5 00	
Best gearing varnish.....	4 00	
Extra light hard oil	1 90	

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.15 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

THRESHER
SUPPLIES
FITTINGS
WROT. PIPE
BELTINGS
MACHY. OILS
PACKINGS
TANK HOSE

AIR COCKS	AUTO. KITS
RAW HIDES	BOLT TAPS
LANTERNS	MAGNETOS
GRAPHITE	CROW BARS
HARD OILS	WRENCHES
OIL PUMPS	FEED PANS
JET PUMPS	HACK SAWS
OIL GATES	GASO. CANS

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More than 100,000 merchants in all lines of trade have adopted THE SYSTEM that abolishes night work and worry, keeps all accounts posted up-to-the-minute; automatically regulates the giving of credit and makes for greater store efficiency. Write us for particulars—NOW.

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City..... *State*.....

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The "Come Back" That Pays

The only "come back" to a Fox Gun is the good-will of the purchaser. It's the "come back" that brings more business. Besides being a satisfactory seller the Fox has been an easy seller. It has the advertising push behind it. We have added a number of new selling features to

The 1914

FOX GUN

The Finest Gun in The World

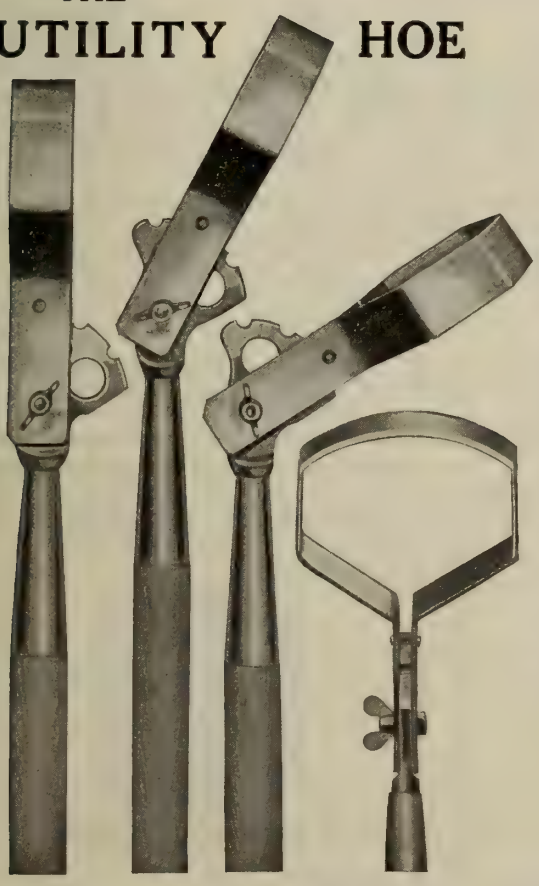
We believe these features will make it the easiest selling gun you ever handled. It will be backed by the strongest HELP DEALER SELL campaign we have ever undertaken.

If you are already a Fox dealer you want to know what these new features are. If you are not a Fox dealer it is to your interest—for the sake of more business—to start the Fox line at once. In either case—

Get in touch with your jobber at once—or write us direct—so that you may know what's new in the world of guns.

The A. H. FOX Gun Company
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PHILADELPHIA

THE UTILITY HOE



The UTILITY hoe is made in two sizes — four and six-inch blades. Each blade has two cutting edges. The blades are made of 1⅛-inch ribbon steel and can be adjusted to suit the heighth of the operator. The shank castings are malleable. Every hoe is equipped with a first-class handle.

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SMOKELESS POWDER
THE
Champion's Choice
AT THE
QUEBEC SHOOT

THE selection and use of DUPONT by B. Beattie, of Ottawa, proves that shooters are thoroughly alive to the importance of shooting a powder celebrated for its high velocity, regularity of action and reliability.

DU PONT

EASY TO SELL

Because the frequent and notable victories won in prominent trap-shooting events are widely advertised. The demand for shells loaded with DUPONT is sure and steady—quick sales and satisfied customers are what you get by stocking DUPONT POWDERS.

CASH in on the popularity of DUPONT POWDER. Simplify your ammunition stock. Insist on your jobber sending you DUPONT loads for shells or in canisters for bulk sales.

Du Pont Powder Co.

ESTABLISHED 1802

WILMINGTON, DELAWARE



THE PERFECT FRUIT STEP LADDER



Makes easy work for Fruit Pickers and easy ales for you.

The pointed portion or legs can be turned up, making a long, simple ladder which readily rests in the branches of the trees. The ladder as you see it in illustration is an **excellent general purpose ladder,** for the reason that it can be used on uneven ground without danger of tipping. Made in the following lengths:

6 ft. step ladder extended to 11 ft.; 8 ft. ladder extended to 18 ft.; 10 ft. step ladder extended to 19 ft.

The Stratford Mfg. Co.
Limited
Stratford, Ont.

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd. Vancouver, Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Henson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

LAW

No business man can afford to be ignorant of the laws governing merchandising.

Few, however, have the time to read the many and complicated volumes of the country's laws and statutes, and for the benefit of the hustling business men a concise and understandable book has been prepared. It gives all the necessary laws and information regarding merchandising, including the renting of a store, buying property, collecting debts, etc. This book, the

Digest of Canadian Mercantile Laws

is a ready reference, a valuable guide in daily business, and is saving many dollars.

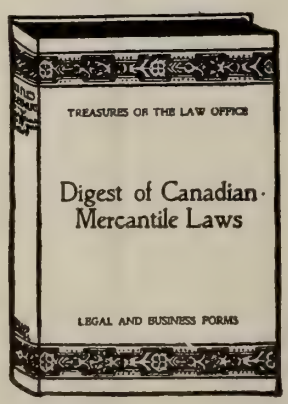
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A veritable consulting library on this one line so universally needed.
Based on Dominion and Provincial Statutes and Court Decisions.
Indorsed by barristers, sheriffs, magistrates and conveyancers.
Recommended by the Ontario Institute of Chartered Accountants.
Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.
Keep the book ten days, and if it is not satisfactory, return it and get your money back. If remitting by cheque, make **same payable at par,** Toronto.

Eastern Edition, Price, $2.00

Special Western Edition, $2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price $2.50.



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Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

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ALL KINDS
HAY TOOLS
BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

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BRADSTREET'S

Offices Throughout the Civilized World

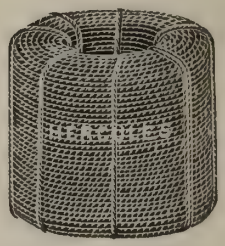
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

SASH CORD
The Best Made



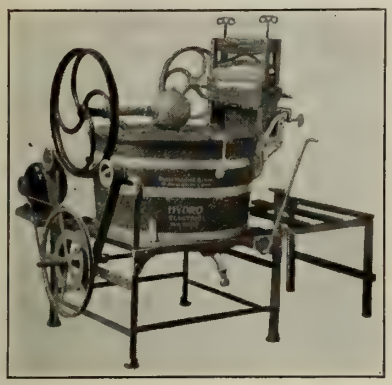
Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
All Wholesale Dealers Sell Them.

ARE YOU HANDLING THIS

Maxwell

HYDRO ELECTRIC BENCH WASHER?

HERE'S an excellent selling line for your better-class trade — a washer and wringer combined. The Maxwell "Hydro" is operated by a one-eighth horse power motor which can be attached to any ordinary lamp socket. Wringer can be thrown in or out of gear as desired. Always under perfect control. Can be operated by gasoline engine if required. Washes the most delicate fabrics without injury.



Write for Illustrated Catalogue

MAXWELLS LIMITED **St. Mary's, Ontario**

BROOMS

OF QUALITY

Try our

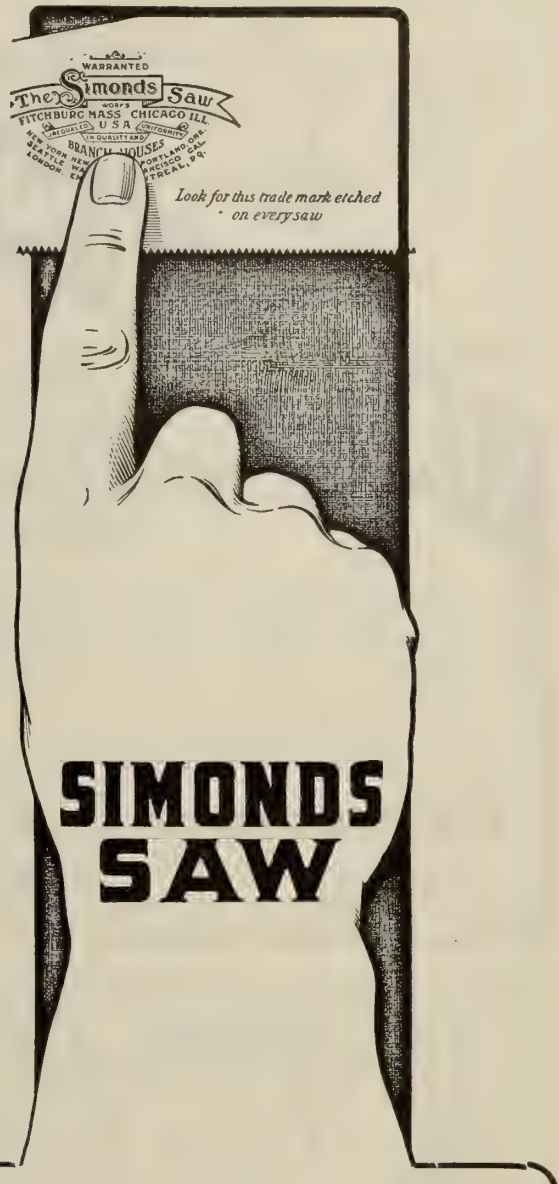
BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.

Hamilton



The carpenter is now looking for the name "Simonds" and the Simonds trade-mark on the Hand Saw he buys. He is willing to pay $2.50 or $3.00 for a Simonds Hand Saw in preference to paying half that amount for a saw not only cheap in price but cheap in quality. Hardware Dealers throughout Canada can buy these saws either direct or through jobbers. It is essential for the best grade of stores to carry high-grade saws. You make no mistake when you stock the Simonds Saw. Send for catalog and best Dealers' discounts.

Simonds Canada Saw Co. LIMITED

St. Remi St. and Acorn Ave.

Montreal, Que.

Vancouver, B. C. **St. John, N. B.**

For Good Profit Sell

STAR BRAND SOLES

They go splendidly with Cobblers' Outfits.

Star Brand Soles are made from our own leather and we guarantee them to outwear all others.

Stock them now! Soles will come to your liking and sales surprise you.

Beardmore & Co.

TANNERS

Toronto Montreal

Brooms and Whisks

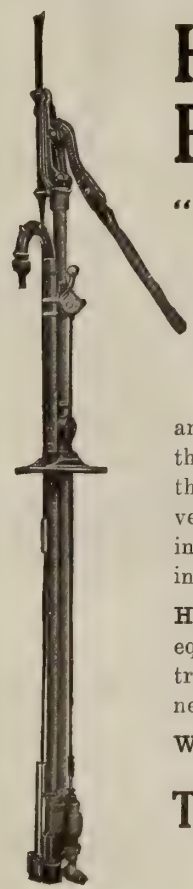
You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company

LIMITED

PORT ELGIN ONTARIO



Heller-Aller Force Pumps

"The very profitable and reliable kind"

Pump Cylinders are made of heavy brass tubing, which has a double advantage.

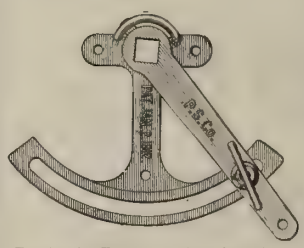
It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into well.

Heller-Aller Force Pumps are equipped with the most efficient, tried and tested valves. They never fail in service.

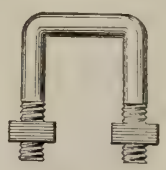
Write for full information.

The Heller-Aller Co.

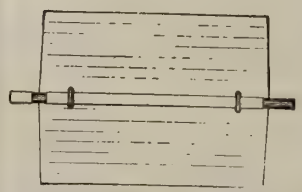
Windsor, Ontario



Parker's Damper Quadrant.



Parker Damper Rod Clips.



Showing Rod attached to Damper by Two Parker Damper Rod Clips.

The Most Perfect and Practical Device yet Designed for Controlling Dampers and Deflectors--

that's Parker's Damper Quadrant.

Has only two parts—lever and frame. The lever locks right onto the frame, doing away with the need of drilling and the use of pins, springs and nuts. You can appreciate how much time and labor this saves.

Made of malleable iron and brass in four sizes. Can be fitted to either round or square ducts. Literature?

Mighty Practical Things—These Clips

They solved for good the troublesome problem of attaching rod firmly to damper without drilling and consequent weakening of the rod.

Their use affords the easiest and quickest way of constructing a durable damper.

Five sizes for square rods.

Write for Literature.

PARKER SUPPLY CO.

Manufacturers of Engineers' and Sheet-Metal Workers' Specialties.

517 W. 45th St., New York

The PULL-EASY Garden Cultivator



IT IS ADJUSTABLE TO ANY WIDTH ROW

This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

For Sale by all Leading Canadian Jobbers.

THE PULL-EASY MFG. CO.

110 Barstow Street **WAUKESHA, WIS.**

MONEY WALKS

as well as talks

It takes a much longer time to walk back to you if you send it 1,500 miles further away.

BUY GOODS made in the West and reduce the length of time in which your money will get back to you.

Remember that right in the West, in use for the WESTERN MARKET only. is a plant that is as complete as any in Canada to-day.

This is the only factory in the West which makes everything in the Sheet Metal line that Western Canada needs.

Boost the home-made goods and insist upon being supplied with the products of

Winnipeg Ceiling & Roofing Co.
LIMITED

P. O. Box 2186 H Winnipeg, Man.

CALGARY, ALTA. **EDMONTON, ALTA.**
Sheet Metal Mfg. Co., Ltd. **Edmonton Metal Works Ltd.**

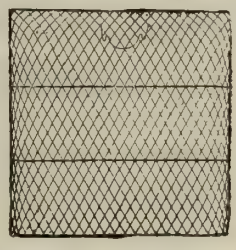
We are headquarters for

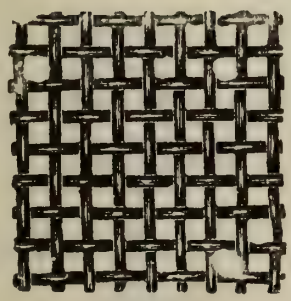
SPARK-PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of **Spark-Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list







Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED

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Tees & Persse, of Alberta, Ltd., Calgary, Alta.
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Canada Wire & Iron Goods Co.

HAMILTON



Red Devil Tools

Eliminate Guesswork

¶ Over thirty years' manufacturing experience, together with the highest grade of skilled mechanics, and the best materials to be obtained, has made possible

The Broad Guarantee of

Red Devil Tools

with no "ifs" or "ands"; no strings whatever.

¶ Your trade appreciates this.

Smith & Hemenway Co., Inc.

CHAMBERS STREET, NEW YORK

Send for new net illustrated Trade Price List.



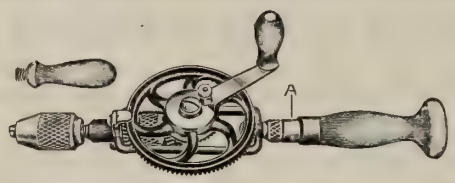
WHICH SIDE OF THE WALL ARE YOU ON?

The cheerful tinkle of the cash register is constant in the shop where the tools are kept that the people want.
Get on the profit side of the wall by adding Millers Falls tools to your line, especially

"MILLERS FALLS" HAND DRILL No. 1980

This is a new tool, with all the old Millers Falls features and some admirable new ones added; changeable speed, right and left ratchet action, cut gears, ball thrust bearing, hollow handle for drills, etc., a first-class tool such as appeals to every mechanic.
Sold at a price that leaves you a comfortable margin of profit. Write for details and a copy of our New Dealers Catalogue—one hundred and seventy-eight pages of tools you should know about.

MILLER S FALLS CO., MILLERS FALLS, MASS.



Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

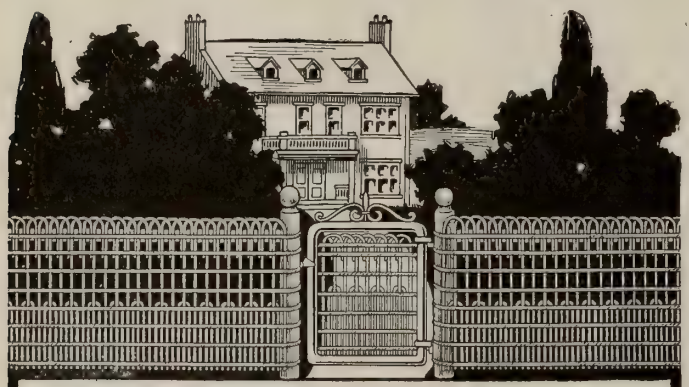


Annealed Rivet Burrs. Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



Establish a Profitable Ornamental Fence Department

Handle a line of fencing that is bound to give long continued satisfaction—fencing that not only protects but beautifies property, as well—fencing that can't help bringing more trade to your store. Such is

Peerless Ornamental Fencing

Every stay is made of strong, stiff wire that will not sag. This fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Co., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

Reading Brimful of Interest for Busy Canadians

The July MacLean's, just off the press, is full of feature articles and stories which should appeal to every Canadian. Does not this list interest you?

"The Education of the Camp"—A strong article by a military authority on the benefits, physical and otherwise, of militia training.

"On the Firing Line in Riel's Day"—The first of a series of articles on the North-west Rebellion, written by one who served through the last campaign. These stories will be full of reminiscences given to the public for the first time.

"The Adventures of Madelyn Mack: Detective"—The best detective stories published since Sherlock Holmes first appeared. The first of this series appears under the title "The Man With Nine Lives"—A strong recital of adventure, written in graphic, vivid style.

"The Miracle of the X-Rays"—A clear presentation of one of the greatest discoveries of modern times. The fascination that science exerts on the lay mind will serve to make this article one of absorbing interest to all.

There is nothing a man could not do if he had the right information before starting at it. Under the heading: "Getting the Facts," a Lieutenant of Harrington Emerson, the chief exponent of efficiency, tells how the right information can always be obtained. Want to get started on the highroad to success? Read this article.

Glen Campbell—Broncho buster, sturdy man of the plains, orator, player of practical jokes, firm friend and hard fighter—is the subject of a breezy sketch that will both interest and amuse. Meet this famous Western M.P. in the pages of July MacLean's.

These are just a few. There are plenty more of the same kind to be found in the July issue of Canada's national magazine. If you don't read MacLean's, start with the July number.

Send a postcard and have your name added to our subscription list. You'll be delighted with every issue.

Subscription price $2.00 *per year.* 20 *cents a copy.*

WRITE DEPARTMENT M.

The MacLean Publishing Co.
LIMITED
143-149 University Avenue, Toronto, Canada

They Can't Speak

—but their service speaks for them

"Delta" Files give such good service that they find a permanent place in the mechanic's kit.

A permanent place means that the user invariably sticks to the same hardware merchant, and the latter gets re-orders and re-orders.

The secret of the "Delta's" popularity lies in the fact that it is the only file made absolutely of crucible steel — this material assures a long-lasting sharpness.

Delta Files are made in a shape and size to meet every demand.

They all bear the trade-mark as shown herewith. This mark is a guarantee that we'll quickly refund the purchase price if any prove unsatisfactory.

If your jobber cannot supply you, write us.



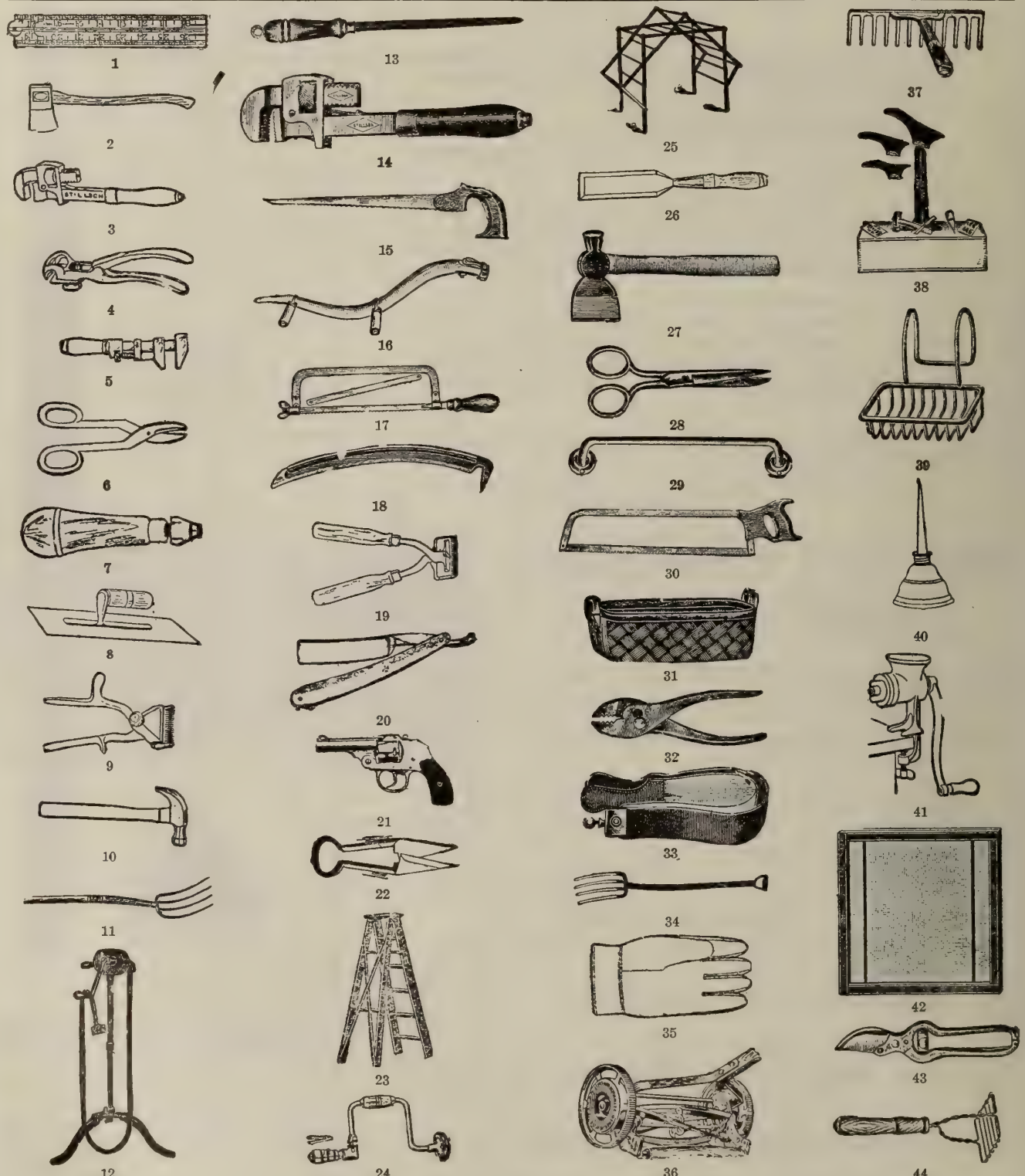
TRADE MARK
DELTA

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
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Hardware and Metal's Electro Service

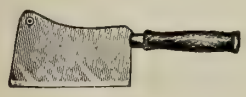
AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont.

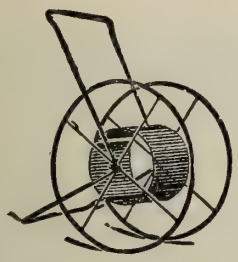


HARDWARE AND METAL ELECTRO SERVICE


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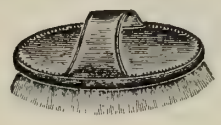

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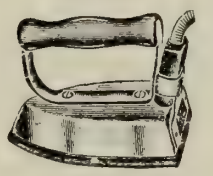

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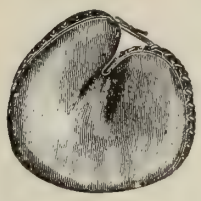

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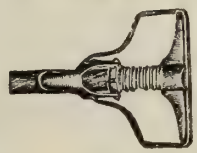

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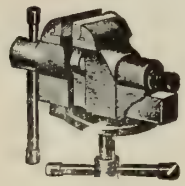

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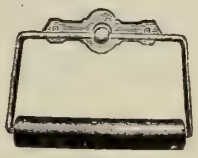

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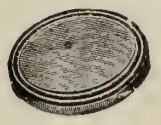

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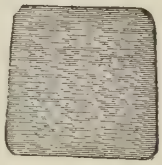

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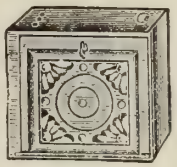

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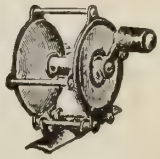

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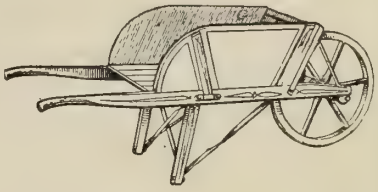

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Address all orders for cuts to

Hardware and Metal, 143-153 University Ave., Toronto, Canada

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

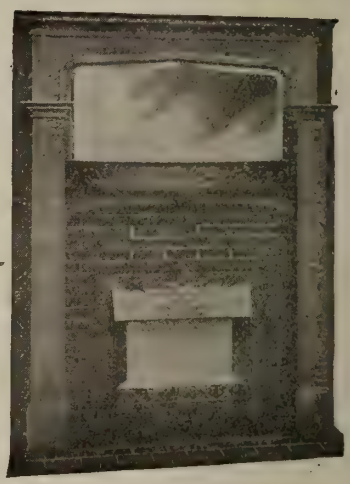
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FOR THE FIREPLACE

We have EVERYTHING unapproachable in quality

Wood Mantels, Electric-Coal-Gas Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

—ELECTRIC and GAS FIXTURES—
GET OUR FINE CATALOGUES
OUR MOTTO "QUALITY"



THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

ROOFING *Of Quality*

"BLACK CAT," "GOOD LUCK" } RUBBER
"McCOMB'S SPECIAL" } ROOFINGS

Write for Prices.

J.H. McComb Limited *Montreal*



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for Machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

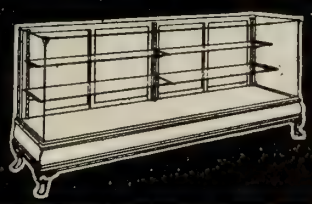
PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.

Before placing YOUR ORDER for **SHOW CASES, STORE FRONTS ETC.**



Write us for full particulars and estimates

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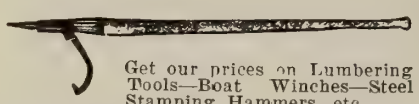


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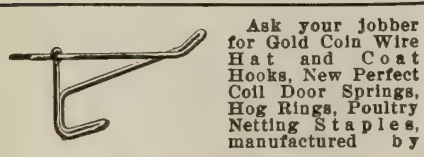
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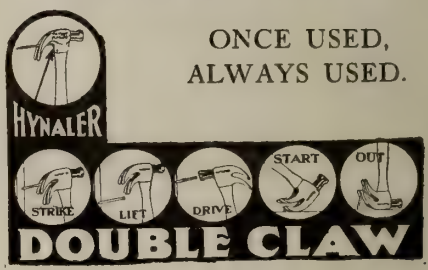
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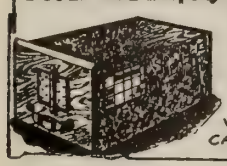
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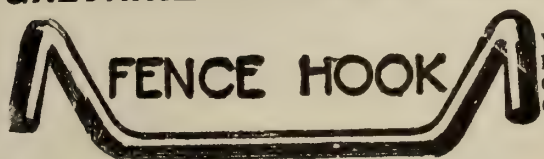
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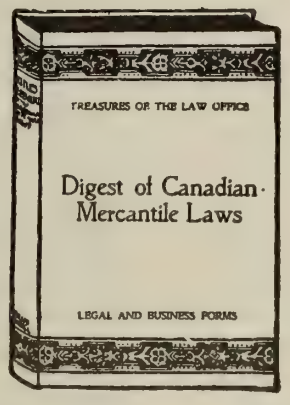
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If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can Interest written "one per cent. per month" in a note be collected by "legal process?"—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say $100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of witness, makes a verbal agreement to buy a wagon, say for $53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a Mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.———." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

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If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.

Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

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Stanley Rule & Level Co., N. Britain.

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Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell. Ltd., Hamilton.
Maxwell, David, & Sons, St. Mary's.

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American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago.

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Wm. Cane & Sons Co., Newmarket, Ont.
Meakins & Sons, Hamilton.

Clothes Driers.
Cummer-Dowswell, Ltd., Hamilton.

Clothes Line.
Hamilton Cotton Co., Hamilton, Ont.

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Cummer-Dowswell Ltd. Hamilton, Ont.
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City

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Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
Northern, Electric Co., Montreal.

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Canada Paint Co., Montreal.
G. F. Stephens & Co., Winnipeg

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Acme Steel Goods Co., Chicago.
The Morris & Bailey Steel Co., Pittsburgh, Pa.
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Metal Shingle and Siding Co., Preston.
O-Rib-O Mfg. Co., Winnipeg.
The Pedlar People, Ltd., Oshawa.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.

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Cornices, Metal.
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Acme Steel Goods Co., Chicago.
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Whitman & Barnes Mfg. Co., St. Catharines.
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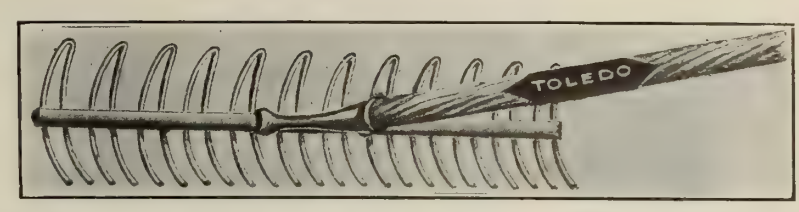
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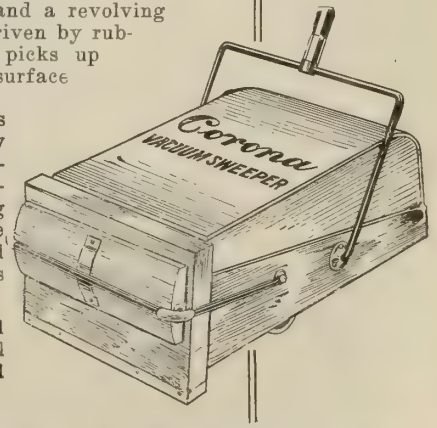
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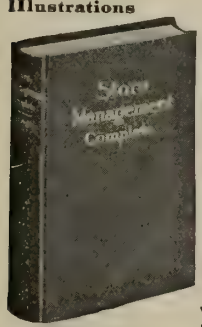


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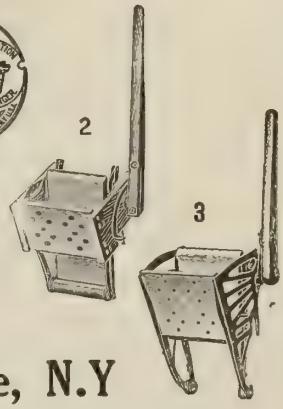
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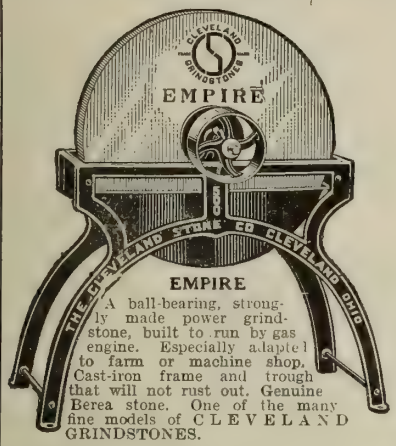




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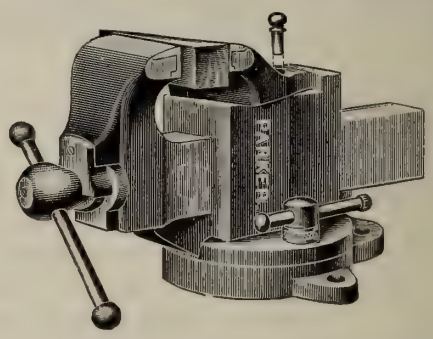
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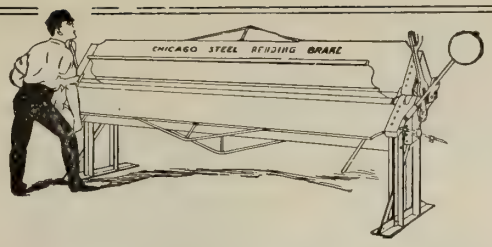


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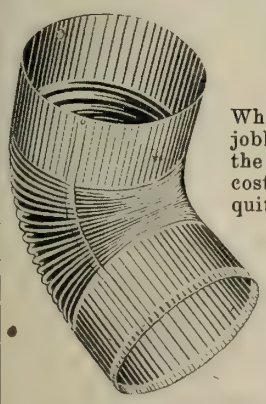
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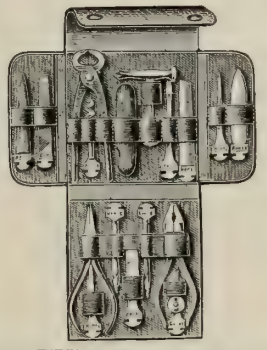
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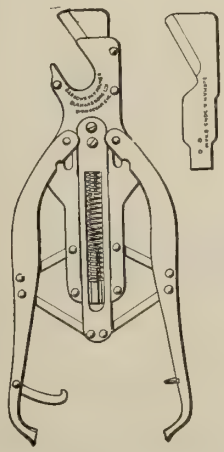
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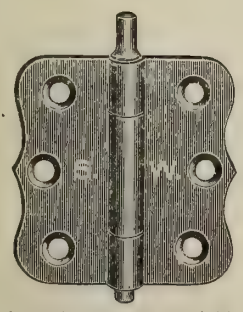
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Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hdw. Co., St. Louis, Mo.

Window Screens.
Sanderson, Harold Co., Paris, Ont.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barns Mfg. Co., St. Catharines.



THE TEMPTATION TO SHOOT IS HARD TO RESIST

Every youth and most men find it difficult to pass a good display of rifles in any window.

The Ross Cadet Rifle

is specially attractive, as it is a strong and serviceable "Summer" arm. Good for shooting at a mark and any game, except deer, etc.

It sells at $12.00, gives dealers a reasonable margin, and gives the purchaser a full measure of satisfaction in the way of accuracy, good sights, and good service.

THE ROSS RIFLE COMPANY

QUEBEC, CANADA



Atkins

The Saw that has made good

Here is a chance to increase your Saw business. Let us tell you how. A letter or post card is sufficient.

ATKINS Sterling SAWS

For Every Purpose
A Perfect Saw

E. C. ATKINS & CO.

Canadian Factory:
Hamilton, Ont.

Vancouver Branch:
109 Powell St.

CORRUGATED GALVANIZED IRON

Sheet Copper, Black Steel Sheets, Ready Roofing, Etc.

Ask us about Apollo Keystone Copper-Bearing Sheets

We'll mail you our monthly stock list and full particulars upon receipt of a card.

The Roofers Supply Co., Limited, **Toronto, Ont.**

Importers, Jobbers and Manufacturers.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL LUFKIN GOODS

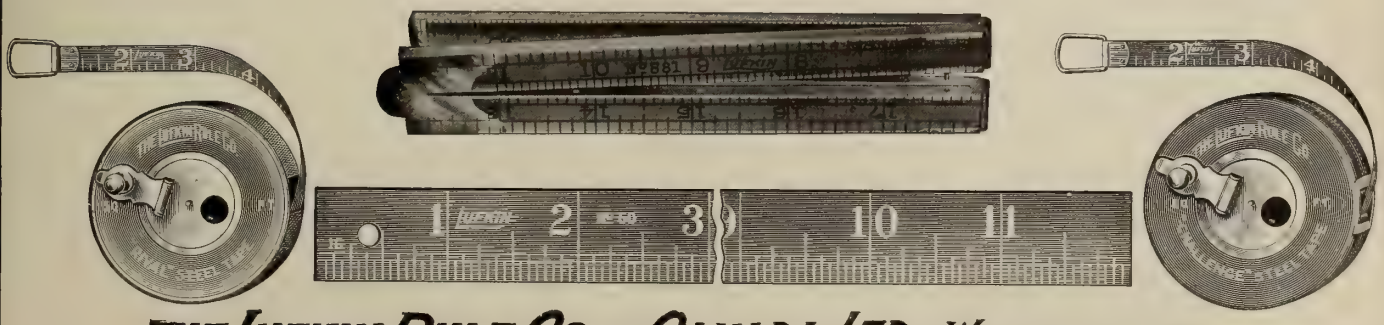
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock **LUFKIN** Goods



THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



The Cott-A-Lap Company, Limited

In Canada At Your Service

Manufactured in the Dominion for the first time.

We have thrown in our lot with yours by erecting a plant in Canada.

Now we trust you will show us a true welcome by purchasing our goods.

Our success depends on you; now that we have placed ourselves in position to give you quality and service. We are starting with the benefit of 15 years' experience in the wall burlap industry through our parent Company, THE COTT-A-LAP COMPANY of SOMERVILLE, N.J., Cheago and New York.

A few years ago they were about fourth on the list as wall burlap manufacturers, but are now, and have been for some time, by far the largest. This means quality, service, and devotion to the needs of their customers.

The policy of the Canadian Company will be the same, and we ask your co-operation. We are now prepared to furnish the first dyed wall burlaps ever made in the Dominion, in three qualities, as follows:

COTT-A-LAP, 36", 54" and 72" widths (sun-proof) and the best that can be made.
EUREKA, 36" and 54" widths, and of an excellent quality.
ARROW, a less expensive grade for competition work; also
SANITARY OIL-PAINTED BURLAP, in various widths;
PREPARED CANVASES AND MUSLINS, etc., for wall decoration.
CAL-CO-CRAFT, a paper grained from actual wood, and, when finished, resembling wood so closely, that a careful inspection is necessary to distinguish the difference. Used for paneling and wainscoting.
WOOD GRAIN FLOOR COVERING and RUG BORDERS, also grained from actual wood and closely resembling hardwood flooring.
MAGIC AND BULLDOG SIZING, for paperhangers' use.

The excellent qualities of the products of the COTT-A-LAP COMPANY of SOMERVILLE, N.J., are well-known throughout Canada, and, as our materials and methods are the same, we can assure the Canadian trade of the same continued satisfaction.

By manufacturing in Canada we will be able to save our customers considerable money which heretofore has been paid in import duties. WE ARE PREPARED TO MEET ANY COMPETITION. Write for samples and prices. A line from you will help to make us "feel at home."

The Cott-A-Lap Company, Limited

WALKERVILLE, ONT.

Canada's Only Hardware Weekly

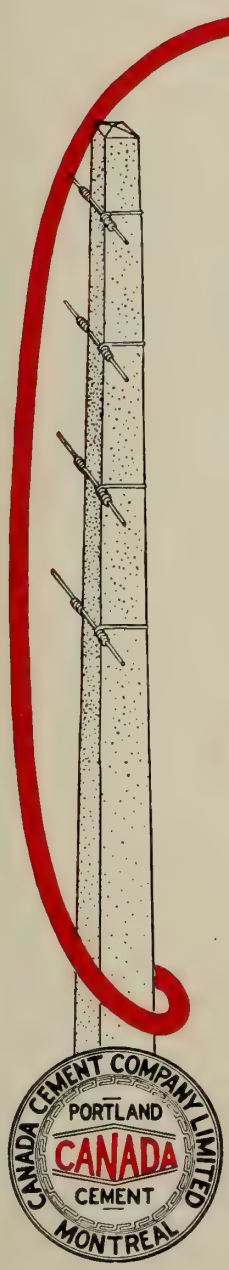
HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 28

July 11, 1914



JOHN STRONG CO. LIMITED
Hardware & General Builder's Supplies
LENOX, ONT Apr 2 1914
Sold to John Douglas

125	Sacks Canada Cement	1	00
19	Rolls 4 ft Gale Fencing		00
2	14 ft. Iron Gates	14	00
1000	lbs No 8 Wire		00
1	Posthole Digger		00
1	Set Stretching Tools		00
2	pr. Cutting Pliers		00
			00

Let Canada Cement Increase Your Business

Progressive farmers everywhere are building their fences with Concrete Posts. Our extensive advertising is educating them to use Concrete Fence Posts and to demand Canada Portland Cement to insure having the best concrete.

To every customer who buys cement for posts, you can sell, at the same time, all or a large part of the other goods on the above Sales-Slip, but the first item called for will be

CANADA Portland CEMENT

If you sell this dependable brand, it is probable that you can sell the rest of the bill,—but if you do not sell "Canada Cement" you may never know that a fence is to be built.

The above quantities are based on a fence containing 500 concrete posts, spaced 12 feet and requiring 6,000 lineal feet of fencing.

This example shows only one of the many ways in which small orders for Canada Cement bring large orders for other goods.

Write at once for terms and quotations and get your share of the big orders that Canada Cement brings.

CANADA CEMENT COMPANY LIMITED
PORTLAND
CANADA
CEMENT
MONTREAL

Information Department

Canada Cement Company Limited

914 Herald Building, Montreal

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.



Sectional Cylinder Set

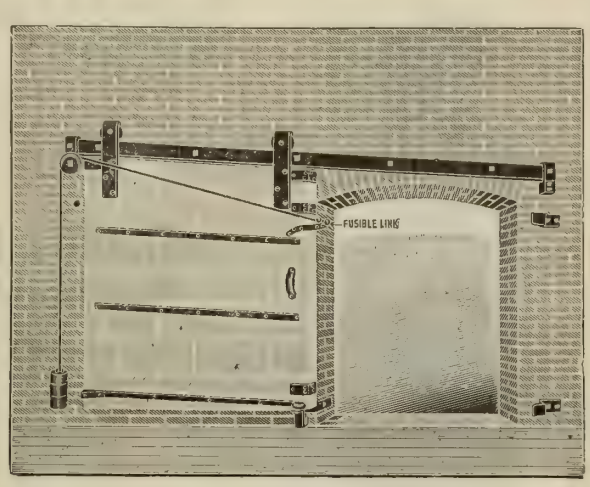
Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.

HOW ABOUT THE HARDWARE FOR THAT NEW FACTORY IN YOUR TOWN?



FIRE-DOOR HARDWARE

All Styles—Sliding—Swing—Vertical

Tested and Approved by the Underwriters' Laboratories (Inc.) Under Direction of the National Board of Fire Underwriters, and Canadian Fire Underwriters' Association.

Have you our special Fire-Door Hardware Catalogue?

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.

BE SURE THAT YOU STOCK YOUR MOTOR SUPPLY DEPARTMENT WITH

CARBORUNDUM

Valve-Grinding Paste

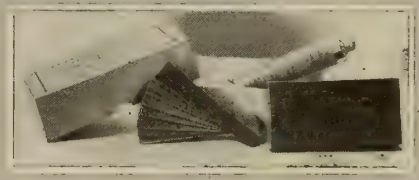


THE fastest, cleanest-cutting valve-grinding paste made—for all motor engines.

It's a mixture of the hard, sharp, fast-cutting Carborundum grains and a high-grade grease.—Cuts the carbon, removes the pit marks quickly, easily.

Put up in neat outfits, single tubes and pails—coarse and fine. Ask about the display cartons.

Have you entered the great Leaders of the world window display contest?



Valve-Grinding Outfit for the car owner. Two tubes, coarse and fine. Carborundum cloth for general use.

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.



Pumps of All Kinds

We will gladly help you to choose the right pump for your service or that of your customer. Our experience placed, through you, at the disposal of your customers will give them that service which will make them permanent, profitable patrons.

Goulds Reliable Hand Pumps and Fairbanks-Morse Water Systems

will solve any pump problem most economically and to the lasting satisfaction of your customers. Built on common-sense lines, they are designed for durability and ease of operation.

Write at once for information regarding your particular problem.

The Canadian Fairbanks-Morse Co., Ltd.

Montreal Toronto Winnipeg Calgary Quebec
Ottawa Regina Edmonton St. John Hamilton
Saskatoon Vancouver Ft. William Victoria

Canada's Departmental House for Mechanical Goods

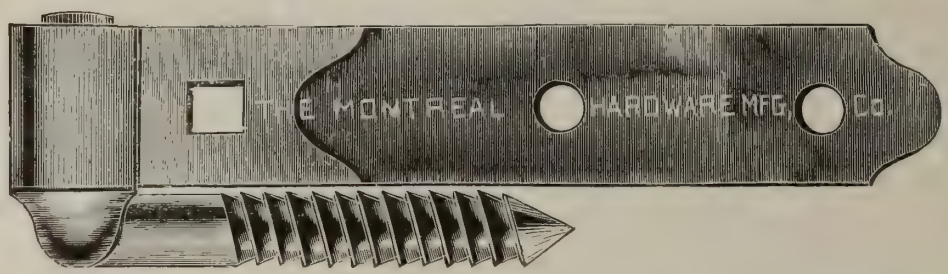
All Other Things Being Equal, Goods

MADE IN CANADA

Should Have First Call

M.H. Brand Hardware is second to none and is superior to many imported lines.

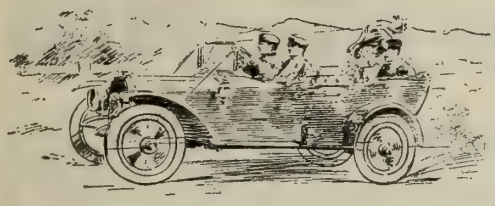
The M.H. line looks good and IS good.



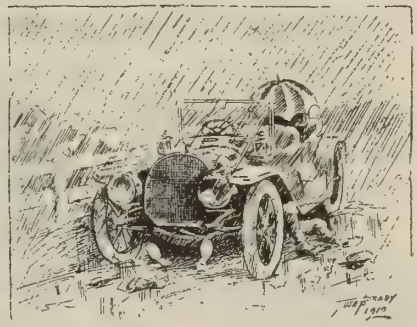
Better than some lines that cost more money.

Materials, workmanship and finish, all of the highest order. M.H. Brand deserves a place in your store, and we solicit your business on the merits of the goods, knowing that they will suit your trade—Our prices are right and shipments always on time.

Montreal Hardware Mfg. Co., Limited
Montreal



AUTOMOBILE TOOL KITS

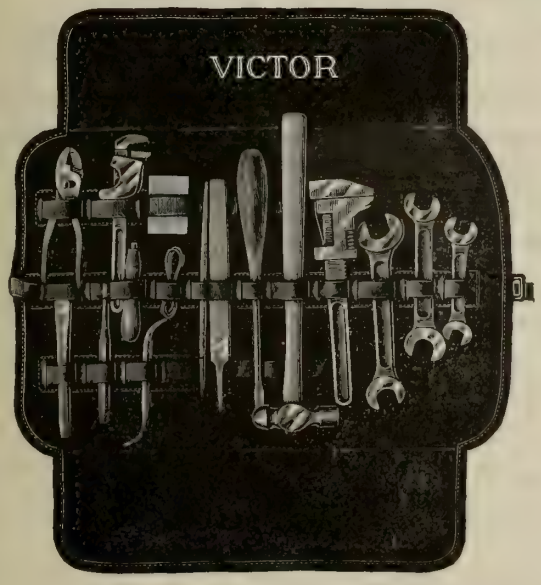


Hardware Dealers in every town should stock these Tool Kits.

Every owner of an Automobile will buy one if it is drawn to his attention. He needs the Tools, and he can appreciate their immense value to him in case something goes wrong when on the road.

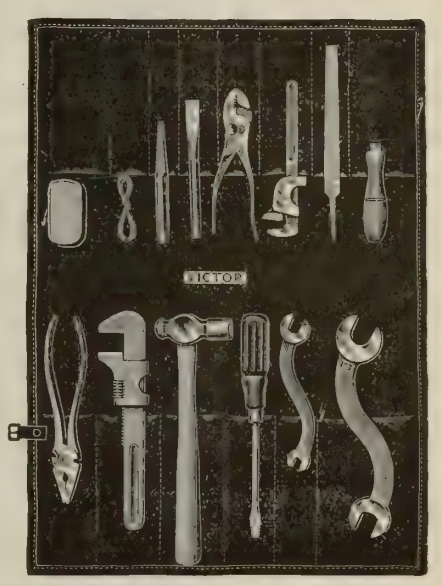
They Solve the Tool Problem

The Automobilist can be sure that he possesses all the tools likely to be required when he owns one of these kits.



In Bound Canvas Rolls

Each Tool in a Separate Compartment



VICTOR KIT No. 1.

The most complete and practical Kit made. Contains 16 pieces, and includes every tool necessary. Unquestionably as fine a set of tools as ever carried by an automobile.

VICTOR KIT NO. 2.

A cheap Kit, which contains all the tools likely to be needed. The tools are high-grade, and the kit is not equalled at the price. Contains 14 pieces.

These Goods Need Only be Shown to Sell—Think of the Chance to Sell a Dozen or More Tools at One Transaction—at a Good Profit.

GET OUR CIRCULARS AND PRICES

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

Jackson's Real English Camphorated Wax Polish

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS—and all kinds of LEATHER it gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double-Lidded, Air-tight Tins.

5 SIZES.

Decorated enamel finish, Yellow, Blue and Black.



NO PAPER LABELS USED.

NO SOILED LABELS.

Will keep fresh and good for any length of time.

MANUFACTURED BY

T. S. JACKSON & SONS, Corner Wharf, Malt St., London, S.E.

Contractors to H.M. ADMIRALTY, WAR OFFICE, CROWN AGENTS to the COLONIES, etc. ESTABLISHED 1852.

Messrs. B. R. HARRISON & CO., 505 Welton Building, VANCOUVER; Messrs. HARRISON, WHITE & BARKER, 439 Lougheed Building, CALGARY; W. B. BATE & CO., 172 King St. West, TORONTO, will furnish PRICE LISTS, SAMPLES, etc., or direct correspondence to JACKSON & SONS' WORKS will receive prompt attention.

STRUCTURAL STEEL

ANGLES TEES

Three reasons why our business is growing steadily, viz. :—

PRICES ARE RIGHT QUALITY UNIFORM
SERVICE UNEXCELLED

We carry **2000 tons** of equal and unequal Leg Angles, Tees, Small Channels, Short Diamond Sunk Pattern Checkered Plates and Galvanized Sheets.

Write, Wire or Phone Us Your Requirements.

STEFFENS & NOLLE, LIMITED

Office—803 Shaughnessy Building Warehouse—137 Prince Street
MONTREAL

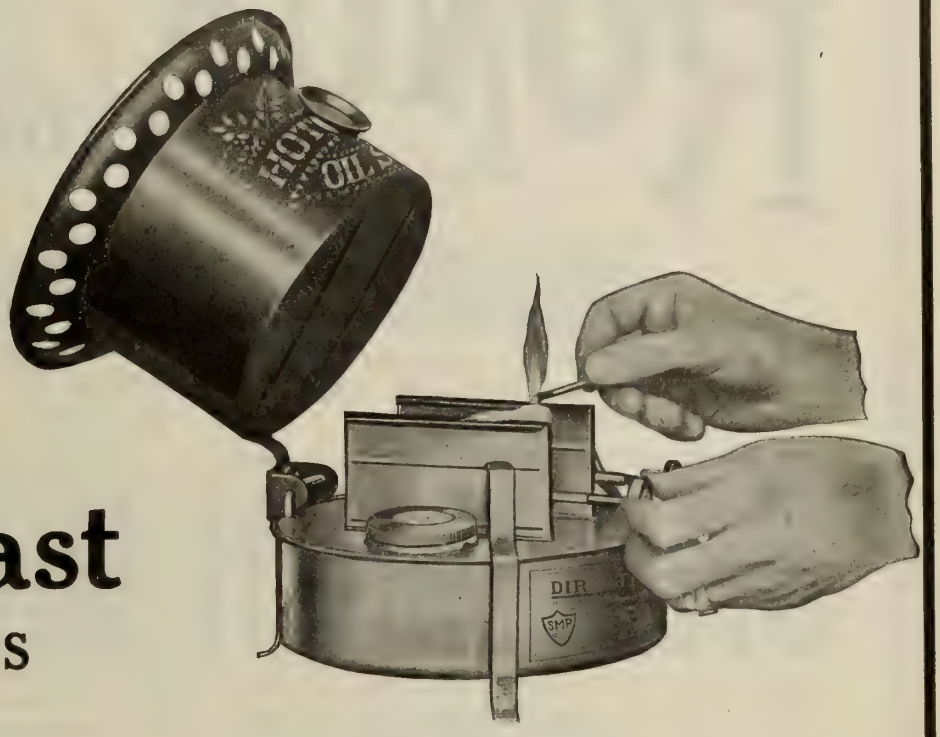
Agents for Mannstaedt and Cie

Ornamental Iron Mouldings, Safety Treads, Ornaments, Rosettes, etc.

Catalogues and Stock Lists on Application.

CHANNELS CHECKERED PLATES SPECIALS

For A Cool Kitchen



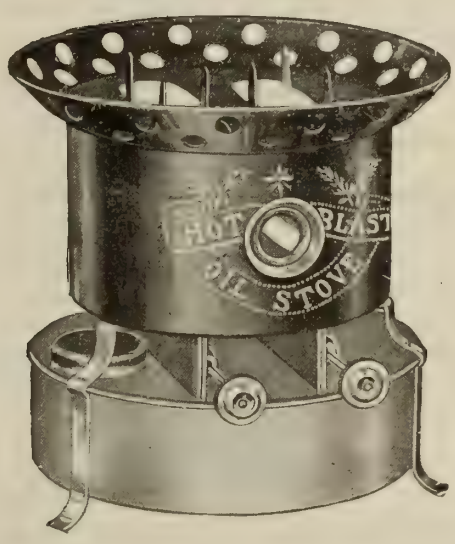
Ready for Lighting.

Hot Blast
OIL STOVES

Two Burners.

Weighs only 42 ounces.

Very reasonable in price.



In Position.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

RONUK OFFERS A RARE OPPORTUNITY

WE WANT AGENTS IN EVERY TOWN TO HANDLE AND PUSH THE SALE OF "RONUK." WE WANT ONLY FIRST-CLASS DEALERS OF PROVEN REPUTATION, WHO WILL GIVE THE LINE ADDED PRESTIGE.

WE WANT AGENTS WHO ARE QUICK TO RECOGNIZE THAT IT IS TO THEIR ADVANTAGE TO HANDLE A LINE WHICH IS EXTENSIVELY ADVERTISED IN CANADIAN PAPERS.

OUR ADVERTISING CAMPAIGN THIS FALL WILL BE FROM COAST TO COAST—IN EVERY PRINCIPAL CITY. ONLY PAPERS AND MAGAZINES WILL BE USED WHICH WILL ENSURE THAT OUR ADVERTISEMENTS ENTER THE BEST HOMES IN EVERY CITY, TOWN AND VILLAGE IN WHICH WE HAVE DEALERS CARRYING "RONUK."

WHO ARE WE?

We are an English firm and we have been manufacturing Floor, Linoleum and Furniture Polish for the past twenty years.

Our policy has been to use only materials of highest grade, and the accepted standard of purity. We have maintained this principle, even when the price of raw materials, in some years, has risen to an extent that almost destroy profits entirely.

QUALITY FIRST

has been our slogan, and on this we have built up a reputation that we have every confidence in asking you to share.

WHAT IS "RONUK"?

"RONUK" is a cleanser and polish for floors, furniture and linoleum, manufactured of highest grade waxes (chosen for their durability and purity), pure white turpentine, blended with sanitary oils. No resin, petroleum, or other substitutes are used. It is a **sanitary** floor polish and its qualities as such have been recognized by the highest medical and public health authorities.

"RONUK" is, therefore, an essential commodity in every Home, Hospital, or other Institution, where the merits of polished flooring are recognized. "RONUK" is used in all the principal Hospitals, Institutions, Banks, Clubs, Galleries, etc., **in Canada** and Great Britain. This should give you every confidence in recommending it to your customers.

"RONUK" is also used in the leading Furniture Factories in Eastern Canada. You could not require a better recommendation for a Furniture Polish than this.

ADDITIONAL SELLING FEATURES.

Well-made tins of convenient size and attractively colored, an artistic range of show-cards, convincing literature, and an abundant supply of samples.

A FREE OFFER.

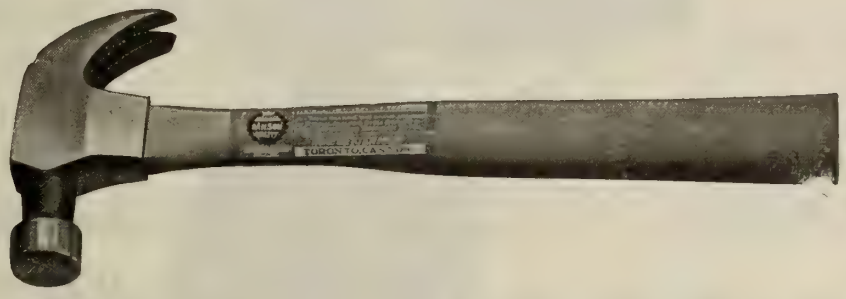
We will send you, prepaid, free, a box containing an assortment of our lines, so that you can examine, test and satisfy yourself. Write for this at once to—

RONUK LIMITED

53 Yonge Street, TORONTO

HOWLAND'S SAMSON QUALITY
H. S. HOWLAND SONS & CO. LIMITED TORONTO

QUALITY FIRST



SAMSON HAMMERS

Every line in a SAMSON Hammer has been thought out to give balance and driving power.

Made from special steel compounded and made expressly for these Hammers, all scientifically tempered. The face will not mash or spall.

The Claws that bite will neither turn, chip nor break.

A STRONG, STURDY HAMMER

BACKED BY THE HOWLAND GUARANTEE.

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

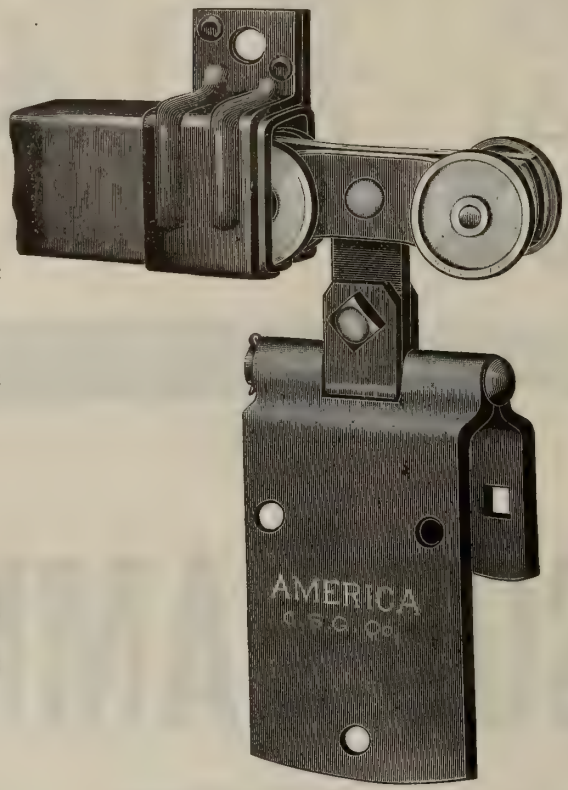
AMERICA TROLLEY HANGERS

Tandem Trucks.

Doors can swing out.

Universal favorite for Warehouse, Garage Factory and Barn Doors.

Packed—one pair in a box with screws and bolts and three brackets.



Hardened Roller Bearings, very strong and well made. Lateral adjustments, anti-friction, forged-steel yokes and built for hard usage.

Rail brackets are corrugated and track is heavy.

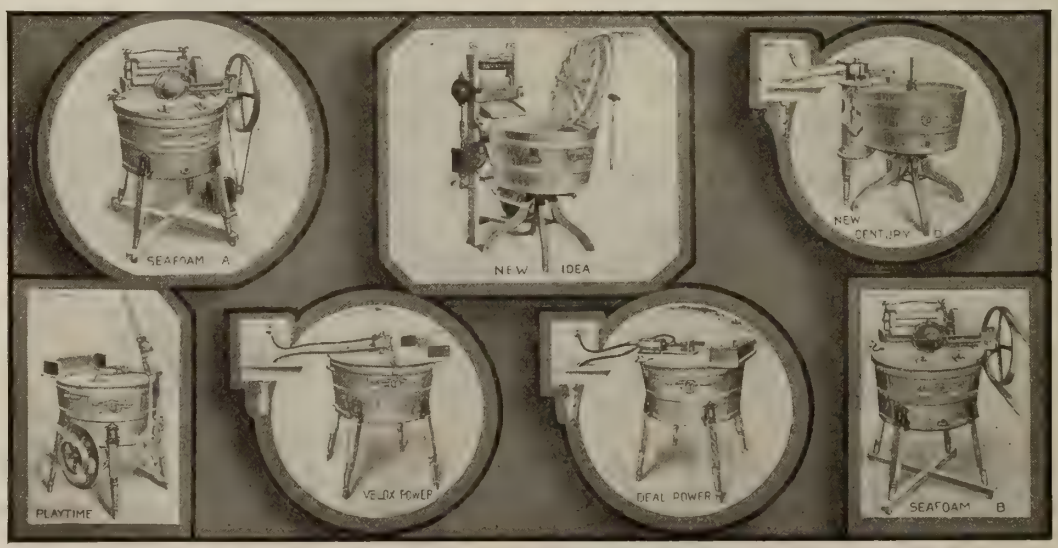
Recommended to give satisfaction.

WEIGHT PER DOZ. PRS. 115 LBS.

Canada Steel Goods Co., Ltd. Hamilton, Ont.

Magnets That Will Draw Warm Weather Business

MECHANICAL WASHERS AND WRINGERS



Electric Engine and Water Power Driven Machines that Embrace the Very Latest Features, including Swinging Wringer, Removable Tub, Etc.

Made by CUMMER-DOWSWELL, LIMITED, Hamilton, Can.

Agents—W. L. HALDIMAND & SON, MONTREAL H. F. MOULDEN & SON, WINNIPEG

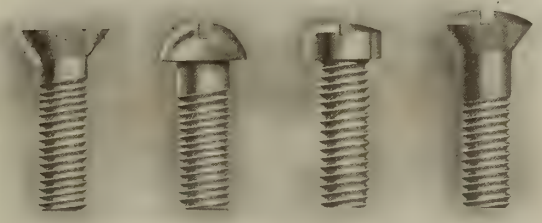
THE STEEL COMPANY OF CANADA LIMITED

ROLLED AND CUT-THREAD

MACHINE SCREWS

—IN—

Flat, Round, Fillister and Oval Heads



IRON, BRASS AND BRONZE

Large Stocks in Leading Sizes. Specials Made to Order.

Write us for list and discount.

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN	HALIFAX

It Pays to Meet This Demand

Every day, from coast to coast, there is a brisk, insistent demand for

NICHOLSON-MADE-FILES

50 YEARS IN THE BUSINESS

OVER 50,000,000 FILES A YEAR

Manufacturers, superintendents, purchasing agents and mechanics have learned by experience that these are the most efficient files—That they cut deeper, last longer, are more uniform in workmanship, and cost least to use.

For 50 years these files have been building up a reputation as a mighty good file. To-day, each sale means a satisfied customer and **more** profitable trade in files.

If you are not now benefiting by this demand for NICHOLSON-MADE-FILES, by all means get in line for your share of the business to-day.

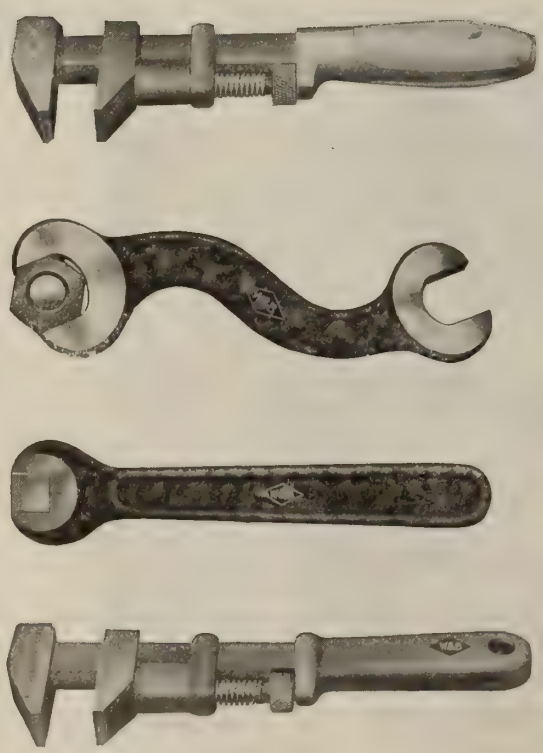
YOUR JOBBER can supply you with the small stock required.

BRANDS:

Kearney & Foot—Great Western—American—Arcade—Globe

NICHOLSON FILE COMPANY

PORT HOPE, ONTARIO



"W & B" Screw and Drop-Forged Wrenches

The line is complete. There is a "W & B" for every shop service. The large and varied assortment makes it possible to get the one wrench with the particular kind of jaws or the special bend of handle to do work the easiest way.

Don't buy the "next best" size or the "next best" design. Get exactly what you want from the "W & B" line. Most jobbers handle. If yours don't, write us and we will see that you are supplied.

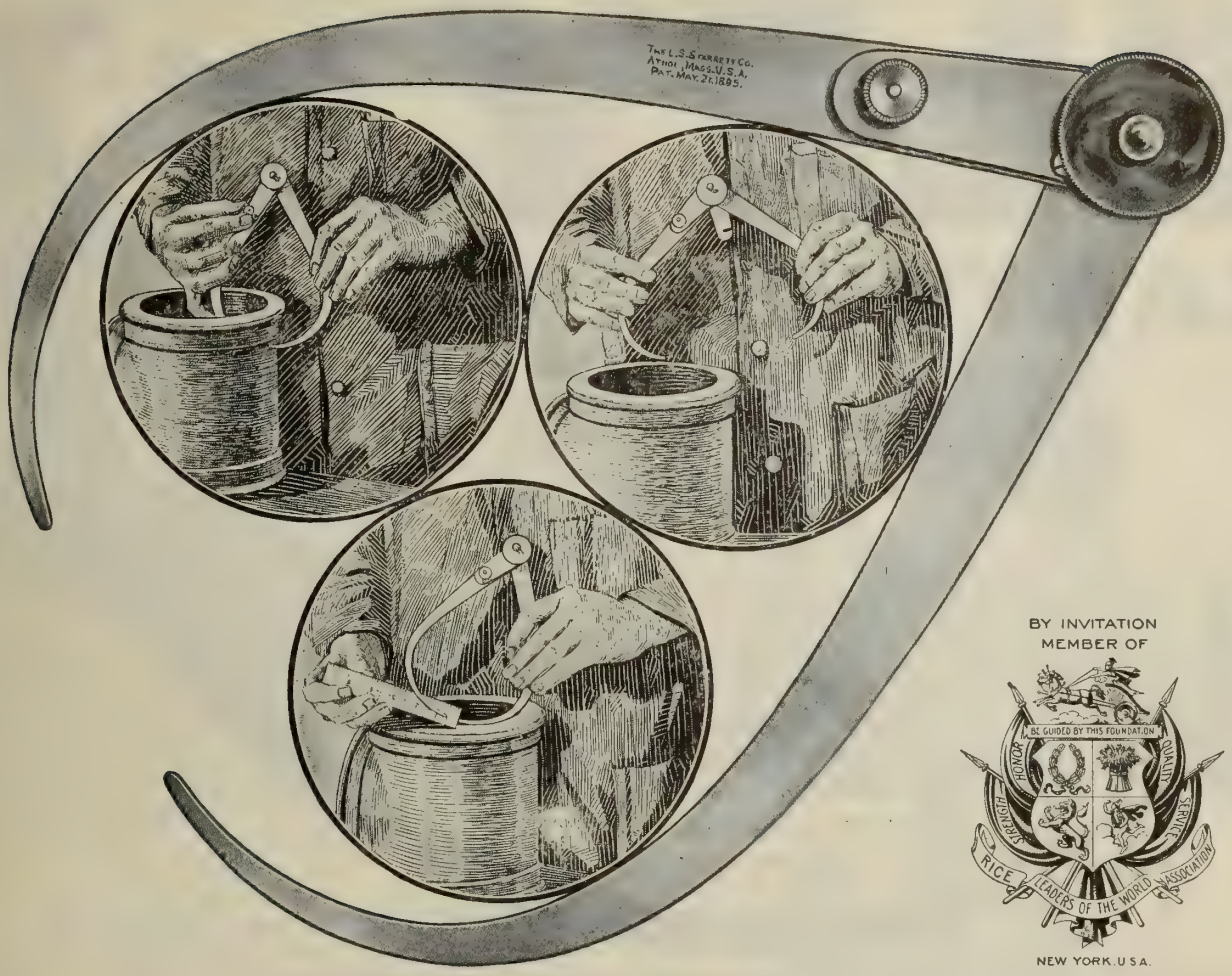
Write for Machinists' Catalog No. 82-X G.

TRADE W&B MARK

Tools of Quality Bear These Marks

TRADE W B MARK

The Whitman & Barnes Mfg. Co.
AKRON, OHIO
Established 60 years.
OFFICE AND FACTORY—ST. CATHARINES, ONT.
Stocks carried at Winnipeg and Montreal.



BY INVITATION
MEMBER OF

Here's a Dandy Tool to Demonstrate!

These calipers will measure over flanges, ribs, bosses, etc., with perfect accuracy. They were invented and patented by Mr. L. S. Starrett and are, like all Starrett Tools, well made and serviceable. Hardware salesmen will find it a simple matter to demonstrate the value of

Starrett
Lock-Joint Transfer Calipers

A good example of the use of the outside calipers is shown in the illustrations above, in which a casting for a large pipe fitting is being calipered.

In the circle at the left the calipers are being set at the thickness of the casting below the flange. In the circle at the right, the leg of the calipers is swung out to permit removing caliper over the flange, **but note that the short leg is still in place.** In the lower circle the leg is swung back to the short leg and the opening between the points may be read from the rule.

These calipers are made in sizes from 4 to 24 inches and may be sold to shops and to many individual mechanics. They are Nos. 36 and 37 in our catalog. If you have not a supply, write us for some catalogs No. 20 M.A.

The L. S. Starrett Company

WORLD'S GREATEST TOOL MAKERS
ATHOL, MASS.

42-341

NEW YORK **LONDON** **CHICAGO**

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,

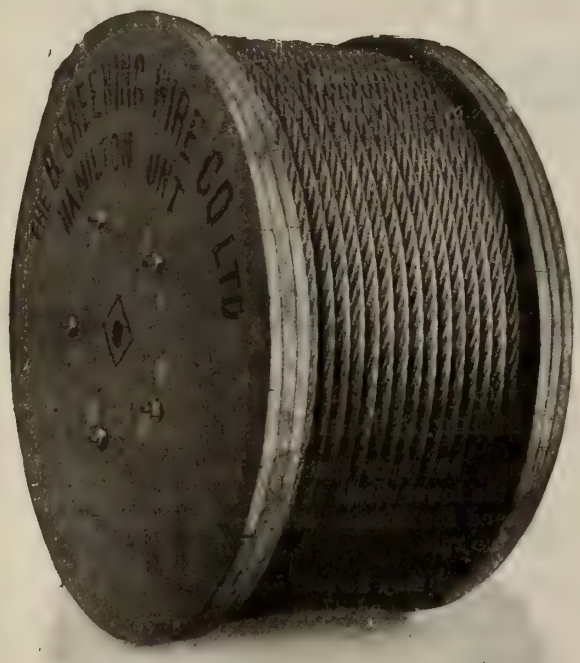
North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley $\frac{5}{8}$-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



WIRE ROPE

FOR

HAY FORKS

Wire Rope for hauling threshing machines, house-moving, etc.

We manufacture all kinds of Wire Rope for all purposes.

Wire Rope Fittings Wire Rope Grease

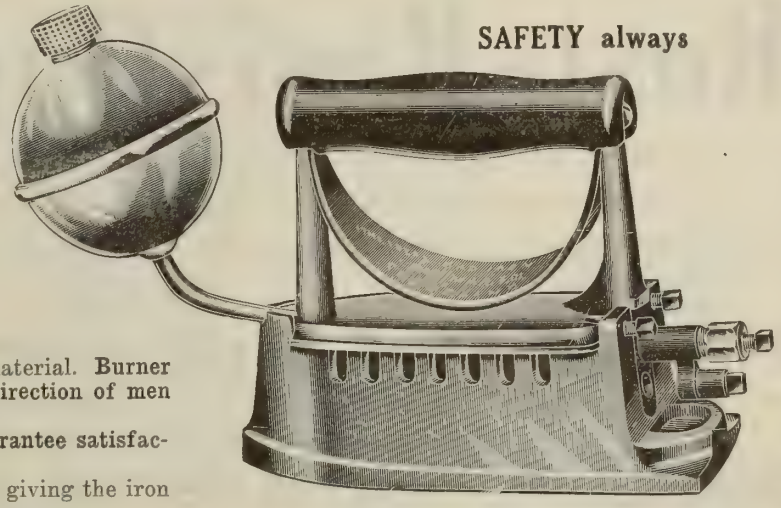
The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.

Boost the "IDEAL" Self-Heating Sad Iron Now!

It makes summer ironing possible without the use of stoves. Handle and operator always cool. Costs less than one cent per day for a family of five

When the "Ideal" is hot enough to iron heavy linens, there is but 4½ lbs. pressure on the tank—while every tank is tested to stand 175 lbs.



SAFETY always

A tank of gasoline will burn for 3½ hours.
Heat can be regulated to suit conditions.
No possibility of scorching clothes.
There is no gas, the combustion being perfect.
The Ideal is made from the highest grade material. **Burner and generator are manufactured under the direction of men with twenty years' experience in such work.**
Directions accompany every iron and **we guarantee satisfaction** if operated according to directions.
Exposed parts are nickel-plated and polished, giving the iron **an attractive appearance.**

Write for price.

Cobblers' Outfits

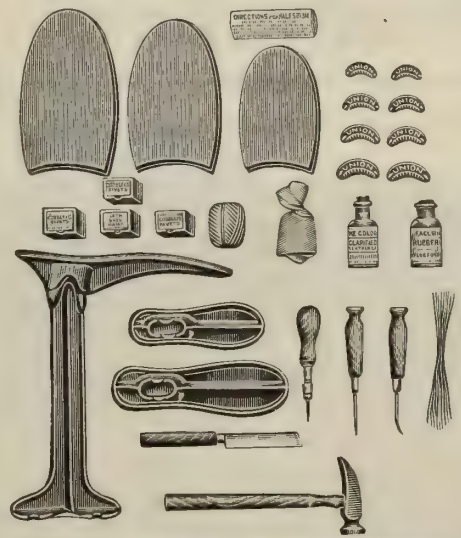
We have a splendid assortment of Cobblers' and Combination Outfits, and the margin for profit on same is very good. Stock a few of our sets now and keep them in a prominent place —the resultant sales will be an agreeable surprise to you.

We have a **catalog covering complete lines,** which we will mail you upon request. **Drop us a postal now.**



The T-F Cobbler's Outfit

If your jobber cannot supply yo write us and we will ship immediately.





Comfort Cobbler Outfit No. 0

Taylor-Forbes Company, Limited

Head Office and Works : - : GUELPH, ONT.

BRANCHES AND AGENTS:

Taylor-Forbes Co., - - 246 Craig St. W., Montreal
Canadian United Mfrs. Agency - - - London, Eng.
H. G. Rogers, - 147 Prince William St., St. John, N.B
H. F. Moulden & Son, - - Travellers' Bldg., Winnipeg
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

A Product Without a Peer

COPPER-BEARING STEEL SHEETS

BLACK **GALVANIZED**

Rust-Resisting Sheets

Send for a copy of "Scientific American," giving authoritative information regarding the alloy of Steel with Copper. It will be interesting and useful to you if you are using Black or Galvanized Sheets.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. **Branch Offices, WINNIPEG AND VANCOUVER**

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building MONTREAL **Traders Bank Building TORONTO**



Extract from recent article in "Hardware and Metal."

Another commendable feature in connection with this store is the metallic ceiling, which adds greatly to the splendid interior appearance of the store.

While you're selling Metal Ceilings,—and all up-to-date Hardware men do sell them—you had better arrange to handle the **BIG LINE.**

PEDLAR'S "PERFECT" CEILINGS

2000 DESIGNS—7 CLASSES

Big stocks carried at all Branches. Our travellers at your service. We make it easy to sell and erect metal ceilings. It will pay you to find out.

Send for ceiling proposition.

THE PEDLAR PEOPLE LIMITED

Oshawa **Montreal** **Toronto** **London** **Ottawa** **Winnipeg**

ESTABLISHED 1861

Address nearest branch for big new catalogue 22-R—H.M. **64-E.**

Summer is the Electric Season

In hot weather kitchen drudgery becomes doubly hard and every housewife longs for devices that will lessen her labor in the hot kitchen.

You can make capital out of her desire by showing her that you carry a full line of

"Universal" Home Needs---Electric

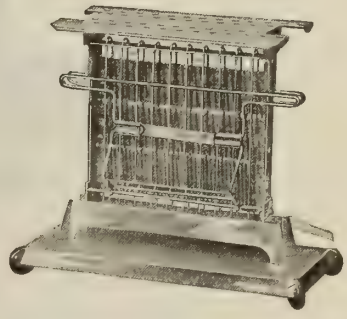
FOR THE TABLE



No. E 975—Table Kettle, $8.00 to $11.00.

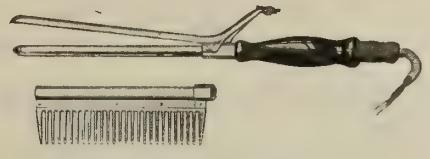


No. E 9136—Coffee Urn, $9.00 to $10.75.



No. E 941—Toaster, $4.00 to $5.00

FOR THE BOUDOIR

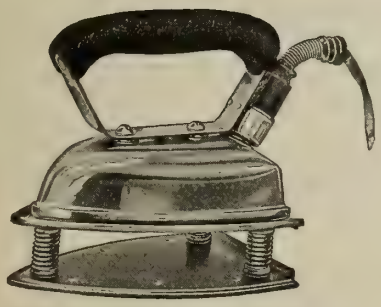


No. E 999—Curling Iron, $3.50.
No. E 9991—With Drying Comb, $4.00.

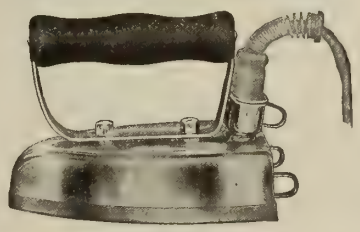


No. E 994—Heating Pad, $6.50.

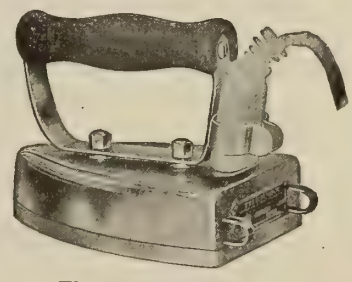
FOR THE LAUNDRY



Universal Electric Iron De Luxe.
E 901—Eastern Zone, Price $4.00.
E 901—Western Zone*, Price $4.50



Universal Electric Iron.
E 902—Eastern Zone, $3.50.
E 902—Western Zone*, $4.00.



Thunor Electric Iron.
No. E 1902—Red Handle, $3.00.
No. E 3902—Blue Handle, $3.00.

*The Western Zone includes Brandon and West.

WRITE TO YOUR JOBBER FOR PRICES, OR DIRECT TO US

UNIVERSAL

Landers, Frary & Clark
New Britain, Conn., U.S.A.

UNIVERSAL



Mr. Dealer :---

We have much pleasure in announcing that our new works are running full time, at your disposal with increased advantages.

Low operating cost in all departments, through improved machinery and foundry equipment, permit us to offer you high-grade goods at lowest prices.

The "Ottawan" range illustrated, is one which gladdens the heart and delights the eye of the experienced stove merchant. Made from the original wood patterns, all parts are full size, uniform in thickness, and true. In mounting, not one piece has to be ground to make it fit. Not an ounce of undue strain in any one part by any bolt.

The "Ottawan" has all the quality points and all the satisfaction-giving results that any cast iron range ever possessed.

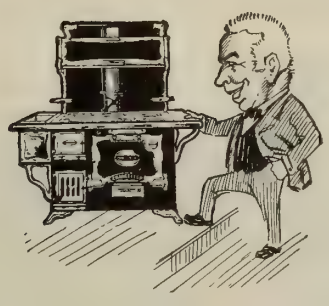
The price is away down low this season to induce you to handle it.

Write to-day for fuller information.

The Beach Foundry Co., Limited

OTTAWA, ONTARIO

STOVES
ANCIENT AND MODERN



Sometimes I imagine we Canadians don't think highly enough of ourselves and what we have accomplished in the way of advanced civilization. Take our cooking arrangements, for instance. The Canadian Housewife has The Best. The Germans may have it on us in music; the Italians in painting; the French in designing millinery, but for things to eat and stoves to cook them on—Canadians run One, Two, Three.

Why, all over the world, except America, you will find people trying to cook in brick ovens, in iron pots slung from a tripod, or by some other antediluvian scheme.

When you think of this, and then look at the Gurney-Oxford Chancellor, for instance, the finest member of the stove kingdom, why there's some excuse for a swelling of the chest.

It certainly seems to me that in the things that count most, the things that make life worth living, we Canadians are there, and I'm kind of pleased that I've had something to do with the evolution of the Gurney-Oxford.

Am I right?

SAM OVEN
(with Gurney's)

The Gurney Foundry Company, Limited

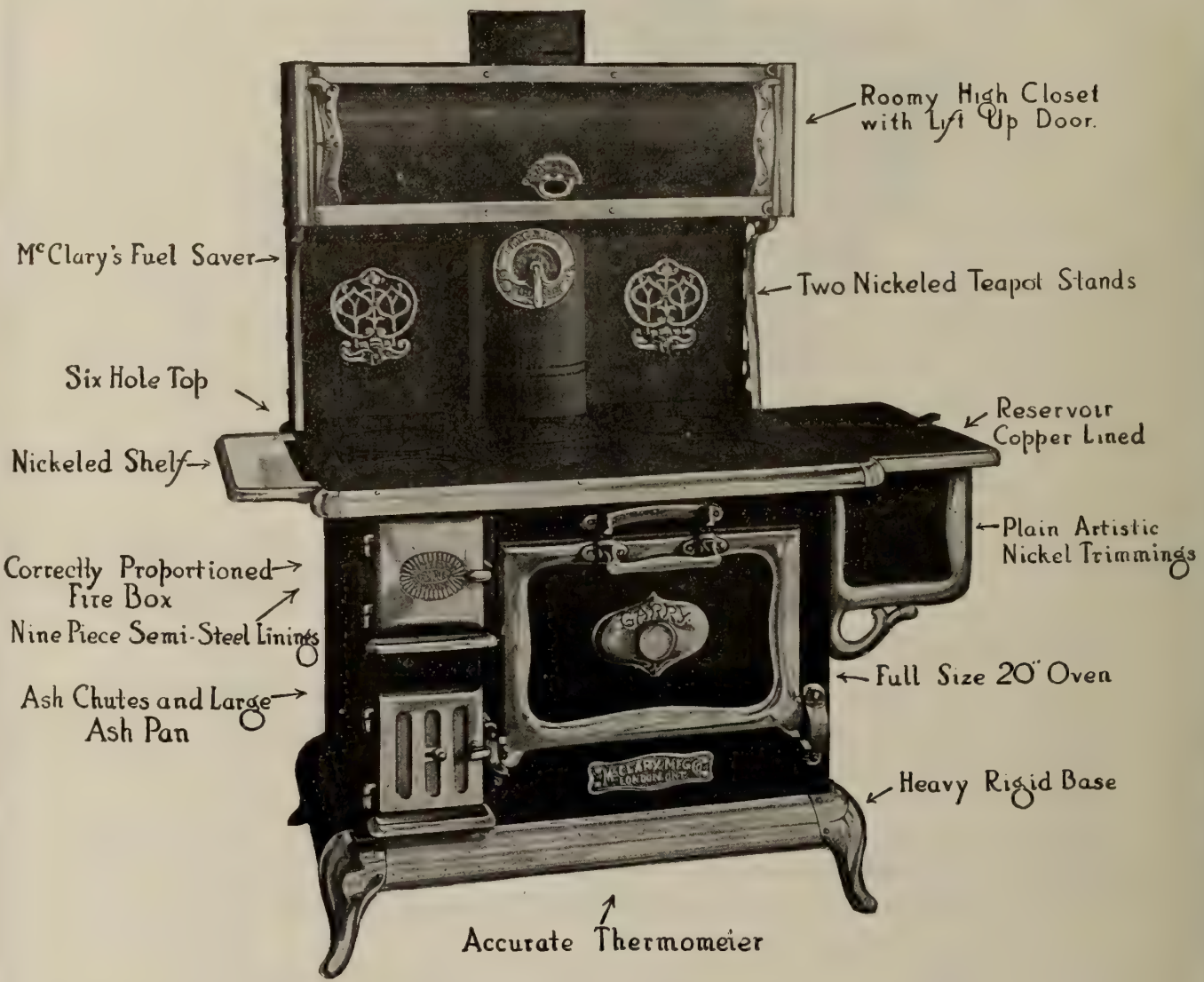
Established 1843

TORONTO and everywhere in CANADA

LOOKING BEHIND with a keen satisfaction of having accomplished much and forging ahead with the firm intention of accomplishing more—for all our dealers—isn't that a reason why you should sell

McClary's

New "GARRY" STEEL RANGE?



The style is good to look upon.
The heat passes twice round the Oven—None wasted.
The firebox linings of McClary's Famous semi-steel in nine pieces.
The firebox is of exact proportions.

The heavy base holds the range rigid.
The Copper Reservoir will never rust.
The Ovens are full size, 18 and 20-inch.
And many other telling features. We will gladly send you particulars on postal request.

McCLARY'S SHIP QUICK.

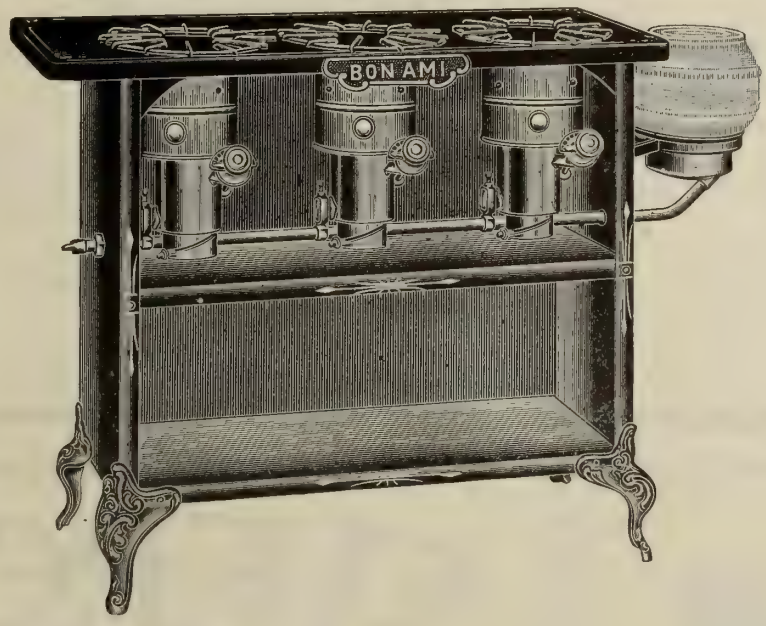
McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON

Get to the heart of your Oil Stove trade. Its strong action depends on the dependable working of the stove you sell.

McClary's
"BON AMI" OIL STOVE

is guaranteed to give perfect satisfaction.



Your trade demands a quick-acting, dependable, economical oil cook stove.

The following are a few telling features in the "Bon Ami":—

The heavy **glass** tank avoids all danger of the tank running dry, and thus eliminates all possibility of the wick burning out.

The burners and the sub-tank are constructed of solid, heavy brass, not tin merely lacquered over. Brass will resist the action of coal oil indefinitely, and this feature in the "Bon Ami" is a striking one and will strongly commend itself to prospective buyers.

The new chimney-raising device prevents the wick from coming in contact with the chimney and finally removes all possibility of the smoke and smell nuisance.

Our nearest Branch will be pleased to send you supply of folders for your customers—send a postal request to-day.

"McClary's" on goods is a Quality Name.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON



9 INCH
12 INCH
18 INCH
24 INCH

Goodell-Pratt's

No. 666
COMBINATION SQUARES

COMBINE

Accuracy and a Nice Appearance

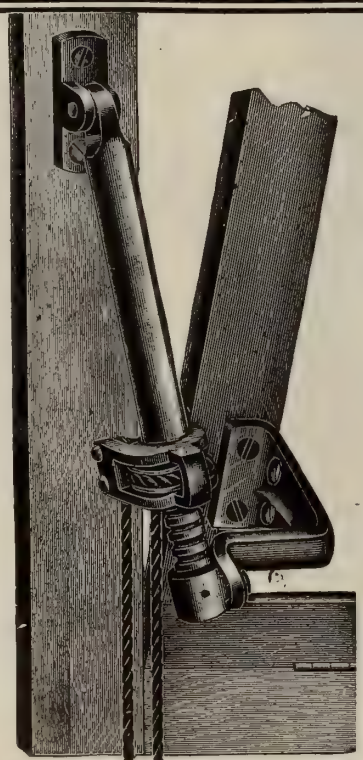
WITH

Moderate Prices

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

E'TD 1809 **EVERED** & Co LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 30-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal

For the Man Who Takes Pride in His Tools—

In any line there is always one name that stands out as favorite with the men who are proud of their work and of their tools. Among carpenters and woodworkers, the popular boring tools are

Russell Jennings

Auger Bits and Braces

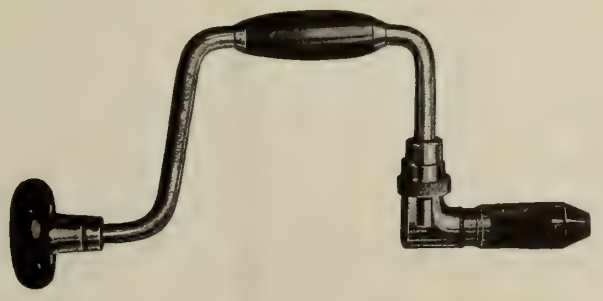


because they meet all requirements. The bits are accurate, rapid, and long-lived. The braces are well made and convenient to handle. Hardware dealers who carry this line will find that Russell Jennings tools have the highest reputation among good workmen.

Russell Jennings auger bits are made in two styles. The cabinet maker's bit with double-thread is for fine, accurate work in hard-seasoned woods. It has a very high finish.

The carpenter's bit is for general work, and has a single thread which does not clog when boring in soft or gummy woods. It has an oil finish (straw color) which is more suitable for general use in ordinary soft or gummy woods.

Write for our catalog and for a copy of our new Precision Bulletin which shows something new in auger bits.





Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ontario

21-137

YALE



FREE SLIDES

Get your name on the screen at the Moving Picture Show

THE people at a moving picture show are always good humored. They have come to be amused. They want something to happen every minute. And if you have something interesting to say to them on the screen while the operator is changing the reels, they will listen to you and carry away a good impression of your store.

We will supply the "interesting something to say." We show in the illustration above one of these clever slides. You don't often see as good a slide as this—it will get the attention of the audience swiftly and surely, and with your name lettered on it big, it will make strong advertising for your store.

We furnish these handsomely colored slides free with your name lettered on them. Write us about them.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers

General Offices and Works: St. Catharines, Ont.

IT IS TO YOUR ADVANTAGE TO SELL

Rogers' Portland Cement

¶ If you could sell all the cement used in your district, you would have a big business in cement alone. With Rogers' Portland Cement you can capture a big portion of that trade. Experienced users of cement specify Rogers' when buying, and if you hang out the Rogers sign they will come to you.

¶ The smooth, even qualities of Rogers' Cement have made it a favorite with conscientious contractors and builders. These builders are the best kind of customers for the hardware dealer to have. They are the big buyers of hardware. Get from us our agency proposition to-day.

ALFRED ROGERS, Limited

28 West King Street, Toronto

N. J. Dinnen & Co., Western Sales Managers
WINNIPEG, MAN.



Our New Double Jawed

No. 91½ ONEIDA JUMP TRAP

corresponds in size to the No. 1½.

Supplies the demand for a double jawed trap larger than the No. 91. Especially adapted for catching skunks and mink.

Ask your dealer for this Double Jawed No. 91½ Oneida Jump Trap.

ONEIDA COMMUNITY, LTD.
ONEIDA, N.Y.

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT., CAN.

DAVIDSON'S NON-EXPLOSIVE
Premier Underwriters Safety Gasoline Cans

Specially made for Gasoline, Benzine, Alcohol and all highly inflammable explosive liquids. Saves 30% Evaporation, and preserves the volatile qualities of the oil or spirits.



Strong and Superior Construction—Finished in a beautiful Japan Red.

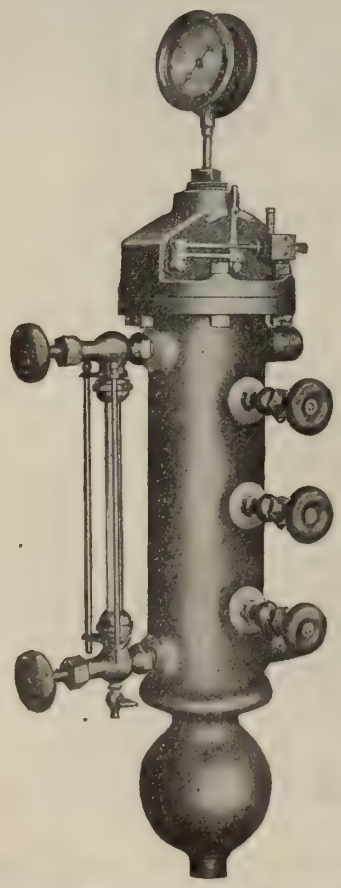
The principle of this Can for safe storing of Gasoline depends upon the same fire-stopping property of wire gauze that gives absolute safety in use, to the celebrated "Davy" mining lamp. *The brass tube* extending into the tank is covered at its base by wire gauze and is sealed at the top by an automatic valve which practically makes it air-tight. If fire occurs near or or around the tank and excessive gas is formed by the heat, this valve opens automatically and allows the dangerous gas to escape.

In case contents of Can are ignited the vapor escaping through the gauze-protected tube will burn quietly and harmlessly at the orifice without exploding.

Tested by the most competent Engineers and accepted by the Underwriters, its use is therefore a positive safeguard to human life and property, and will reduce your insurance rates to the minimum.

—Three Sizes—
1, 2, and 5 gallon.
Write for Prices.

The Thos. Davidson Manufacturing Co., Ltd.
Montreal **Winnipeg** **Toronto**



Boiler Mountings

Valves and Steam Goods are part of every heating system. They are the parts that are liable to wear; they are the parts that the Hardwareman can display to good advantage at this time of year—when heating plants are being installed and repaired.

The cut shows a water column for attaching to steam boilers. It is fitted with high and low water alarm, gauge glass, cocks, and pressure gauge; a high-class article well known to the trade.

Full information regarding the line and prices sent to any dealer on request.

The James Morrison Brass Manufacturing Company, Limited

93-97 Adelaide St. West **Toronto, Canada**

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.



They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

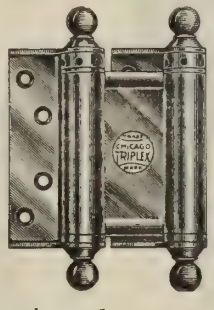
Write

The
R. McDougall Co., Limited
GALT, CANADA

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK

SATISFIED CUSTOMERS
QUICK TURNOVER

are the results in selling

STILL'S
AXE and PICK HANDLES

Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO

Automatic Electric Washer

(Buy it in Canada)



People buy complete satisfaction when they buy the Automatic. It so nicely does the work, it is so convenient, simple, easily understood, so well made and reliable, that it never fails to please and arouse the enthusiasm of the operator.

This machine has been on the market for seven years and is in use in thousands of homes throughout the world. It has been adopted by some of the largest holding and operating electric companies on the western hemisphere.

Reversible wringer with safety release and extra quality rolls—the best made. Bottom outlet with brass faucet.

This machine makes money and friends for those who sell it.

A free washing machine booklet, called Bulletin 107, will be sent to all who want it.

Sold by Canadian Jobbers.

AUTOMATIC ELECTRIC WASHER CO., Inc.
NEWTON, IOWA, U.S.A.

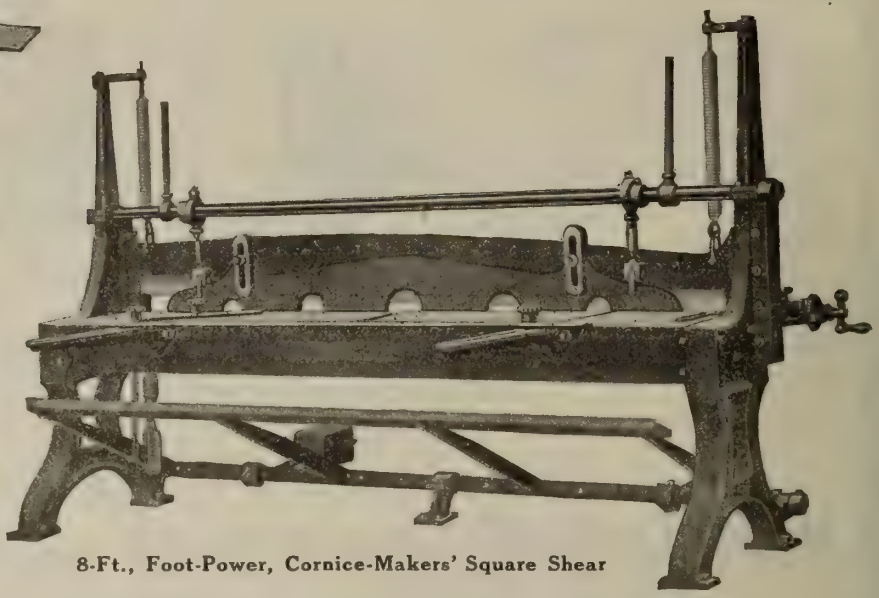
"BB" SQUARE SHEARS

Foot and Power

Made in lengths from 20 inches up to 120 inches



No. 1—15" Gap Foot-Power Square Shear



8-Ft., Foot-Power, Cornice-Makers' Square Shear

If you want a shear that does **Superior Work** order one to-day

FROM

The Brown Boggs Co.

LIMITED

HAMILTON, CANADA

Western Representatives:

MESSRS. BISSETT & LOUCKS, LIMITED

Winnipeg and Edmonton

Get This Display Counter

It possesses all the advantages of a silent salesman, and in addition there is a splendid space to be fitted up with drawers and shelves as may be desired.

26 in. x 96 in. x 42 in.



There is a display space of 4 inches, lined with green or red felt behind two plate-glass panels, which are removable. The part from the back of the display board, approximately 18 in., is fitted with shelves and three sliding panel doors on metal track and best ball-bearing sheaves. In this shelving space may be stored the stock same as samples, which are displayed behind the glass.

The showcase or upper part has a plate-glass top, sides and ends, which are 8 in. high, giving ample space to show silver plate or fine goods, and is accessible by means of drop doors in the rear.

Weight of counter crated, 500 lbs. **Write for full particulars and price.**

We also manufacture Display, Bolt and Screw Cabinets, Wall Cases, Nail Bin Counters, etc.

Cameron & Campbell

Sole Manufacturers TORONTO, CANADA

The best of everything

in electric wiring materials

AS a Hardware Dealer you will be interested to know where you can get the best materials, prompt deliveries and fair prices.

The following is a partial listing only of the wide range of electric wiring specialties we carry. Each line a quality line—each line guaranteed to build your reputation.

Sockets and Receptacles, Attachment Plugs, Rosettes, Snap, Push and Pull Switches, Knife Switches, Reflectors and Shades, Cluster Reflectors, Shade Holders, Insulating Joints, Wireless Clusters, Lamp Guards, Heating Devices, Panel Switch and Cut-outs, Plug Cut-outs and Fuses, Enclosed Fuse Cut-outs and Fuses, Panel Boards and Cabinets, "Northern Light" Lamps, "Adanac" and "Imperial Higrade" Rubber Covered Wires, National Metal Mouldings and Fittings, Northern Electric Tapes and Splicing Compounds.

Full stocks of the above, as well as all other Electrical Supplies carried at each Distributing House.

For Catalogues, prices and further information address our nearest house.

Northern Electric Company

LIMITED

Montreal
Halifax
Toronto

Winnipeg
Regina
Calgary

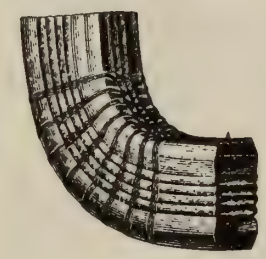
Edmonton
Vancouver
Victoria

TO COMPLY WITH THE GOLD AND SILVER MARKING ACT

we have registered the word "CATARACT SILVER CO.," which will be our brand in future on 6 dwt. and 8 dwt. quality goods in place of the brands (SUPREMO and PARAGON) which have given so much satisfaction.

The McGlashan, Clarke Co., Limited, NIAGARA FALLS, CANADA

Sales Manager: MR. N. F. GUNDY, 61 Albert St., Toronto, Ont.



Our square corrugated pipe is having a big call from customers who have used it before, try it yourself and be in the swim.

Eavestrough, conductor pipe, elbows, valleys, ridge roll, skylights, ventilators and **Corrugated Iron.**

We ship while others are thinking about it.

WHEELER & BAIN **TORONTO**





PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

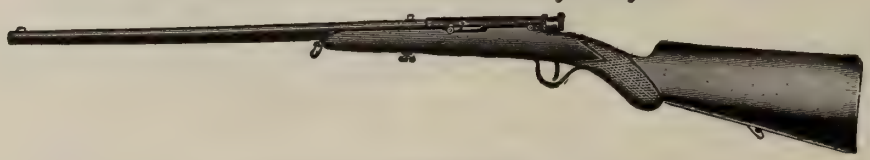
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle for Everybody to Use.

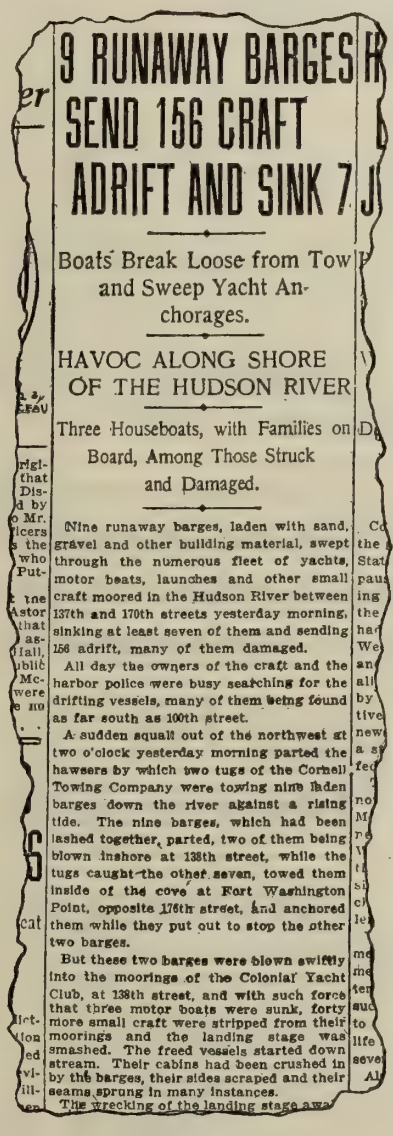


It is the only rifle having automatic features that handles two cartridges, .22 short and long. Strong shooting, high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning; the only tool needed is a screw-driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) **P.O. Box 580, Montreal, Canada**

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 175th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa-

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

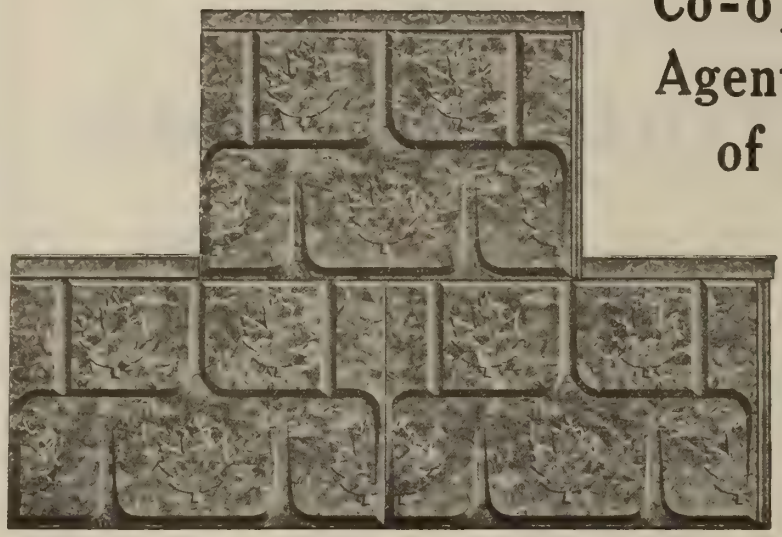
Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver



Co-operation with Our Agents is the Keynote of Our Organization.

The men who two or three years ago started handling our lines in a small way, now have three or four carload deliveries coming in annually. The beauty of handling this line is that you have to carry very little stock, the goods are ordered from catalogue and your customers take delivery from the car.

We help you with salesmen, catalogues, write-ups and literature, in fact in every way that turns business to you. Write us for our good proposition.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Head Office : PRESTON, ONTARIO

CONSOLIDATED FACTORIES AT
MONTREAL, TORONTO, PRESTON, WINNIPEG, SASKATOON, EDMONTON, REGINA, CALGARY

Associated with THE A. B. ORMSBY COMPANY, Limited, Toronto and Winnipeg



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

Tools for Manual Training Schools

It is not necessary for us to talk of quality, for every tool dealer knows that Sheffield made chisels, gauges, turning tools, carving tools are unequalled for length of wear, sharpness of cutting edge and for excellence of finish.

Robt. Sorby & Sons, Ltd., Make



and Geo. H. Saywell Co. Sell

one of the best assortments of tools made. If you have not their up-to-date catalog showing 2,000 kinds of tools on your desk, you are probably losing business.

Get our prices. See our samples.

SAFETY FIRST!

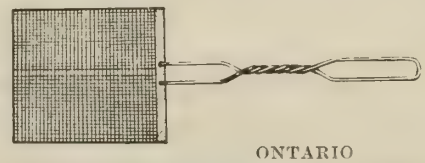
In these days, when the matter of personal safety is placed before all other considerations, the banishment of the dirty and pestilent house fly becomes a matter deserving of the attention of every householder.

Personal cleanliness, as well as personal safety, also demands that the housefly be ostracised from our houses, and if possible, exterminated completely.

Fly-swatting is the quickest and easiest way of ridding a room of flies. Every swat means a sure-dead fly, and every dead fly reduces the number of flies left to breed future pests.



CANADA
Cloth-bound—to protect the furniture.



ONTARIO
Flexible—never fails to mete out instant death.

E. T. WRIGHT COMPANY, LIMITED - HAMILTON, CANADA

——SWATS—— ——TRAPS—— ——SWATS——

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES — WIRE NAILS — WOOD SCREWS

PUMP RODS—Plain and Galvanized.

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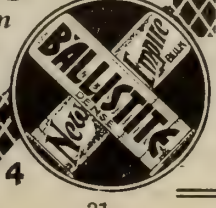
CANADIAN TUBE & IRON CO., Limited, MONTREAL

Best Shooters
at the traps and in the field
are shooting shells loaded with

BALLISTITE (DENSE)
AND
New Empire (BULK)
Smokeless Powders

You can get them in any shell loaded in Canada. INSIST !





4

This Advertisement

is one of the many that are reaching sportsmen.

Are you in a position to supply cartridges that are filled with these smokeless powders? If not, why not?

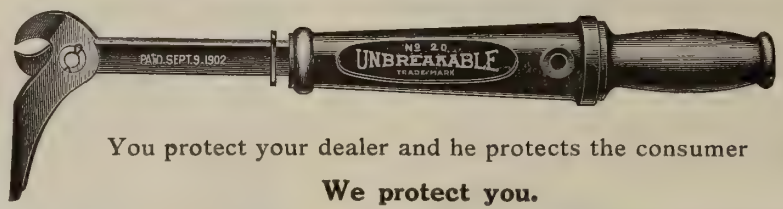
You should stock them at once, because our consumer advertising is certain to cause a growing demand.

Write for particulars.

Nobel's Explosives, Ltd.
244 Chambers of Commerce
WINNIPEG

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



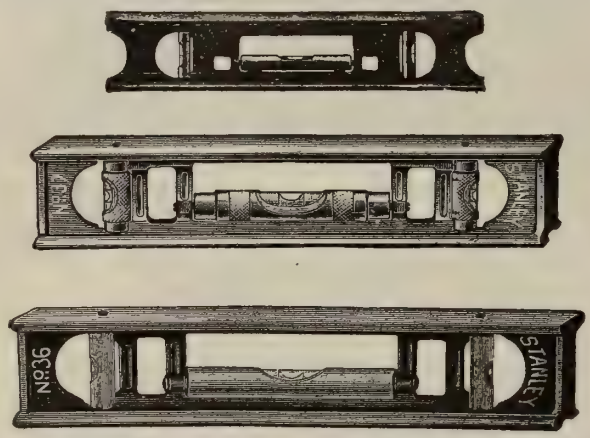
Write for circulars and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada

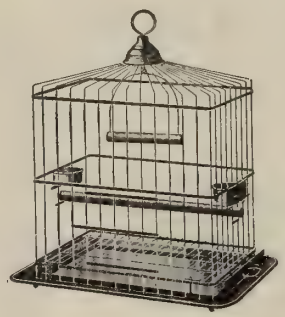


Stanley Tools

SIX REASONS WHY YOU SHOULD STOCK STANLEY METALLIC PLUMBS AND LEVELS

1. Their design is **attractive** and **perfectly proportioned**, which combines the **minimum of weight** with the **maximum of strength.**
2. The **milling** and other **machine** work is such as to secure **absolute uniformity** in the level stocks, whose top **and** bottom are **perfect straight edges** and parallel.
3. They are **correctly made** and will **remain accurate** under any ordinary condition of use.
4. They are **easily adjustable.**
5. They are **reasonable in price.**
6. The **demand** for them is **well established.**

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



No. 1902. Brass.
No. 130. Tinned.
3 sizes.

"HENDRYX"
A WORD FOR QUALITY

PARROT CAGES

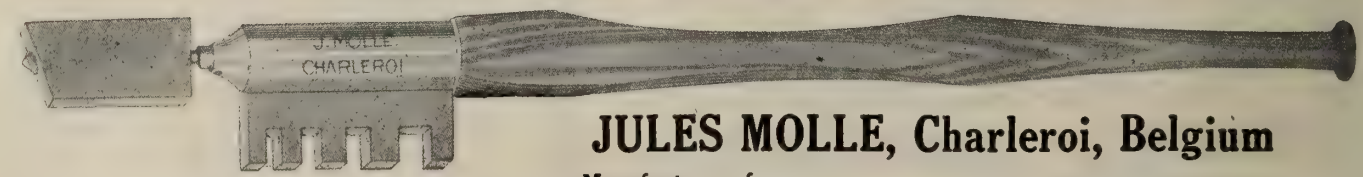
The season is on for parrots. For the next three months young parrots are in great demand. The "HENDRYX" cage has never been equaled. Every wire being riveted to each rail affords positive security for keeping the birds.

THE ANDREW B. HENDRYX CO.
NEW HAVEN, CONN.



No. 1914. Brass.
No. 85. Tinned.
6 sizes.

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

Manufacturer of

Glaziers' Patent Diamond (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

Also Sole Canadian Agents for National Belgian Glass Co.
Saint-Roch-Auvelais, Belgium

LION BRAND CORDAGE
AND
BLUE RIBBON BINDER TWINE
ARE LEADERS.

They always prove economical and satisfactory. See that you have a complete stock of HAY FORK ROPE and BINDER TWINE.

BRANDS OF CORDAGE

LION BRAND—Pure Manila
BEAVER BRAND—Manila
LION BRAND—Sisal

BRANDS OF BINDER TWINE

BLUE RIBBON—650 feet to the lb.
RED CAP —600 " " " "
TIGER - - —550 " " " "
STANDARD —500 " " " "



Prompt Deliveries From Twelve Convenient Points

Consumers Cordage Co., Limited

HALIFAX, ST. JOHN } Consumers Cordage Co., Limited
QUEBEC—F. H. Andrews & Son, Regd.
MONTREAL, TORONTO } Consumers Cordage Co., Limited
WINNIPEG, REGINA, MOOSE JAW, SASKATOON, CALGARY, EDMONTON } Tees & Persse Limited
VANCOUVER—MacGowan & Co.

The Very Thing You're Looking For



The "Handy" Tie

is simple, convenient and inexpensive. It slips on over the bridle for outside tying, or can be used for tying in the stable if desired. Fitted with a ring-and-tongue attachment which prevents a strangle hold, the "Handy" Tie is three times as strong as a snap and ring tie and just as easy to use.

Prices, Prepaid, ½ inch Rope, 35c. 9-16 inch Rope, 30c.

If your dealer cannot supply you, send us his name and address and we will mail you one, PREPAID, on receipt of price.

G. L. GRIFFITH & SON,
STRATFORD, ONT.

He can't get away



THE tighter he pulls, the tighter the Giant holds. There are no weak places to snap, for the shank goes into and forms a part of the halter, equally distributing the strain. This makes the Giant absolutely "puller-proof."

Giant halters hold

THE Giant is built to last. Made of nine-sixteenths inch pure Manilla rope, best quality harness leather, doubled and stitched. Will fit any horse and is as comfortable as it is secure.

Being roomy around the nose, the Giant is the ideal halter to take to town, as it slips easily over the bridle. Weight is less than two pounds.

Mailed prepaid for $1.00

IF your dealer is not yet carrying the Giant halter, he will get it for you or you can order direct. It will be sent you by return mail. Slip the halter over the head of your heaviest and hardest-pulling horse—and let him pull. You will get your money back if the Giant breaks. But it won't.

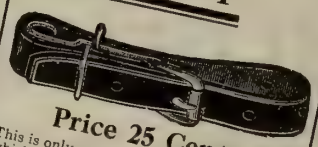
Write your name and address on a slip of paper (we will appreciate it if you also mention your dealer's name), say "Send me a Giant halter," pin to it a one dollar bill and mail to-day. Address

G. L. Griffith & Son
Sample Order Dep't.
Stratford - - Ontario

Makers of the famous Hercules Halters

The Handy Hame Strap

Twice as Strong as the Ordinary Strap.

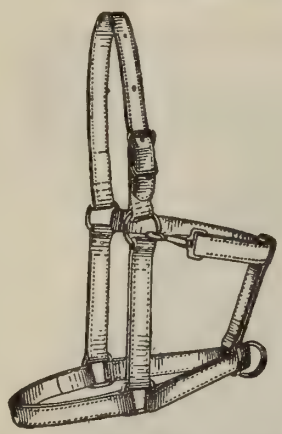


Price 25 Cents

This is only one of the 22 Horse specialties which constitute the "Griffith" line. It is made of oak tanned belting leather and is twice as strong as the ordinary harness leather strap. The special hook fastens on to the hame and prevents wear and slipping at this point. Made in 22 or 25 inch length and in the regular sewed style if desired. Also made ⅞-inch wide if desired at 20 cents each.

Go to your dealer and ask to see the "Griffith" line of belting leather hame straps. If he hasn't them in stock we will send you a sample PREPAID on receipt of price, but kindly give us your dealer's name.

G. L. GRIFFITH & SON
DEPT. A
Stratford, Out.



All 'Pullers' are not Bronchos!

The "Broncho Buster" has been made just a little stronger than is necessary to hold the hardest puller. Strength and durability are its predominating features. Experienced harness makers, highly trained and skilled in the making of fine halters, put their best into

THE

"Broncho Buster"

a three-ply leather halter with middle-ply of tough rawhide and outer layers of harness leather. The leather gives stability, while the rawhide adds toughness and strength. Mountings are of heavy wrought steel. Total weight about 3 lbs.

If your dealer can't supply, send us his name and address and we will ship you one PREPAID, for $1.75.

West of Ft. William, 25c. extra

G. L. GRIFFITH & SON
Dept. "D"
STRATFORD :: ONT.

GRIFFITH'S HORSE SPECIALTIES

PULLING BUSINESS FOR YOU

We run series of ads in Canadian Farm Journals and we refer the readers to their dealers.

A display in conjunction with these selling helps is sure to bring you many very profitable sales.

If you wish, we will put you in touch with some users so that you will be convinced that our halters, etc., mean perfect satisfaction.

We have a Special Proposition to offer hardware merchants who write inclosing this advertisement or mentioning Hardware and Metal.

Write us now.

Catalogue sent on request.

G. L. Griffith & Son

Stratford, Ont.

He can't get away!



HERE is a halter that will hold your heaviest puller till the cows come home. It is leather where leather is needed, and ropes where rope is best. There are no weak places to snap. The heavy rope shank, which forms a part of the halter itself, distributes the strain, throwing the bulk of it on the horse's head and neck.

THE "GIANT" HALTER

as illustrated, is made of ½-inch pure Manilla rope and best quality harness leather, doubled and stitched with heavy waxed thread. The metal parts are of tempered steel. It will fit any horse, and is as comfortable as it is secure. Weight less than 2 lbs.

Price $1.00 Prepaid

The "GIANT" is the best one dollar halter on the market. If your dealer cannot supply, send us his name and address, and we will ship you one, **prepaid**, for $1.

For delivery west of Ft. William, add 25c.

G. L. GRIFFITH & SON
Dept. "A," Stratford, Ont.

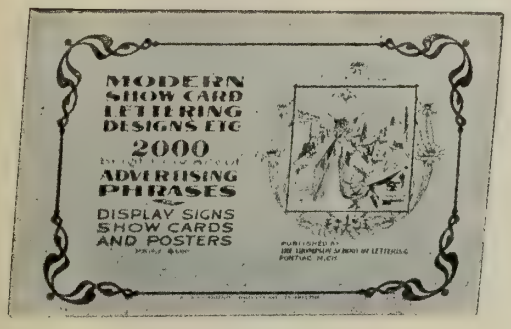
Dealers — If you are not now handling the "Griffith" line of Horse Specialties, write to-day for price-list and illustrated catalogue, showing the fastest-selling line in the country.

GRIFFITH'S HORSE SPECIALTIES

INCREASE YOUR TRADE

BY

Modern Show Card Lettering, Designing, Etc.



SIXTH EDITION---NOW READY

WITH THIRTY-TWO ADDITIONAL PAGES TO THAT OF FORMER EDITIONS

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

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Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, commonsense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

All orders payable in advance. If you do not find this book worth the price return it inside of five days and get your money back.

The price of the Book is $1.00
delivered to your address postpaid

Page size of book 6x9 in., 144 pages

The MacLean Publishing Co., Ltd.

BOOK DEPARTMENT

143-153 University Ave. Toronto

No more delay !



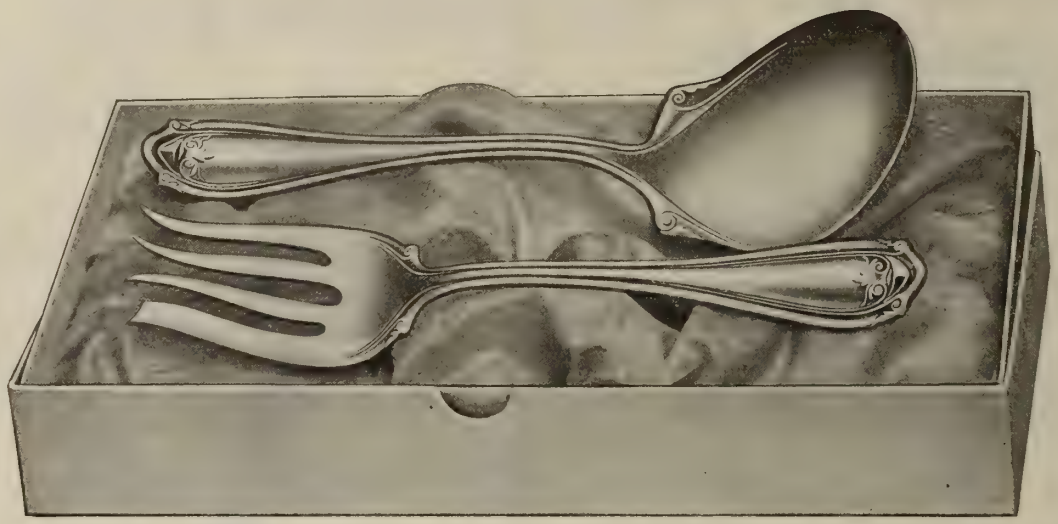
Sheet
Metal
Building
Materials

METALLIC ROOFING CO.
of Canada, Limited
Manufacturers

Toronto
and
Winnipeg

There have been a few complaints from some customers about deliveries. There need be no more. To keep up the "Metallic Service" reputation **we're working day and night** to keep pace with our customers' requirements.

We have what you want, when you want it. Test us.



"Abington" Berry Spoon and Cold Meat Fork

The Abington

pattern has won popular fancy. It is equally effective in large cabinets or, as shown above, in silk-lined boxes. Your customers are always in need of small gifts and the Abington pattern in our "Horseshoe" Brand will instantly appeal to them. The margin of profit on the "Horseshoe" line will interest you. Ask our traveller, or write for discount sheet.

Canadian Rogers Company, Limited

Sales Rooms:

Winnipeg	Toronto	Vancouver
Hammond Bldg., Albert St.	570 King St. West	Fairfield Bldg., Granville St.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JULY 11, 1914. No. 28

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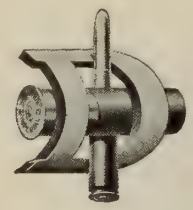
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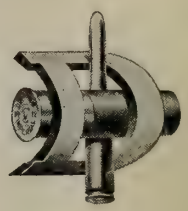
This is a slack season

Start a Gun Club in your district and make an all-year-round outlet for



DOMINION AMMUNITION

AND SHOOTERS' SUPPLIES



This is good business. It means regular sales, new customers and good profit.

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Besides, there is our extensive advertising campaign in the daily papers in the largest cities from coast to coast in Canada, and in the most popular magazines, which is telling thousands about the great advantage of the O-Cedar Polish Mop and inducing many of them to buy from their dealer.

With your order, your jobber will supply you with attractive display matter which will let people know that you sell the O-Cedar.

CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. JULY 11, 1914 No. 28

The Rotten Retailing of Wire Nails

Too Many "Under the Hat" Quotations—Many Retailers Have no Set Policy for Adding Profits When Selling Nails—One of the Most Abused Lines of Hardware Staples.

Written for Hardware and Metal by David G. George.

IN this article I will endeavor to throw a little light on the "rotten methods of retailing wire nails" now in effect in many of our Canadian towns and cities. It is not my intention to attempt to strike a blow at Canadian retail hardware merchandisers, but rather to point out a few undesirable features which exist, and which, as far as I can ascertain, have existed for many decades, and in many cases are largely the result of habit.

We hear to-day a great deal of comment on the aggressive and price-cutting tactics of many of the mail order houses, but we do not hear a great deal about the price-cutting tactics of many of our retail hardwaremen, particularly the tactics employed in the retailing of nails, the staple of hardware staples. I know that on reading this you will immediately say that the low prices are often caused by competition with semi-jobbers from the large cities, and I must admit that in some cases this is correct, but on the other hand, there are many towns and cities not affected by this class of competition, and conditions in these towns (with few exceptions) appear to be just as bad as in the towns and cities where competition is excessively keen.

It is, indeed, unfortunate that many retailers handle hundreds of kegs of nails each year at a loss. Why should this condition exist?

We hear a great deal about the origin of nails—the modern methods of making nails—the effect of the new tariff on nails—the recent advance in the wholesale price of nails; but what do we hear about the much-abused practice of selling nails at or below cost? Not very much outside of the fact that you can buy ten pounds of assorted nails, plus paper, twine, and overhead expense, for 25 cents, and if you want them by the keg, you can get them at almost any price from 10 cents per keg below the prevailing base cost up to a high figure.

In a recent investigation of the situation I found that many retailers, particularly in small places, labored under the delusion that if they quoted the farmer or builder a low price in nails they would be sure to fill the balance of the builders' wants for other lines of hardware, and thus make up the loss occasioned through selling the nails at a low figure. In some cases the plan works out to the satisfaction of the retailer, but in the majority of cases the farmer or builder **does not** place his order for glass, galvanized iron, lock sets, hinges, etc., without securing quotations on these lines as well as on the nails, and in many cases where the retailer has supplied the nails at or lower than cost, he finds he is called upon to supply the balance of the farmer's or builder's wants at prices which only allow him a very narrow margin of profit.



Joenson, the hardwareman, is going to sell me nails for my building at cost, but he told me to "keep it under my hat."

Too many retail competitors are suspicious of each other, and sacrifice legitimate profits in order to create the impression that they cannot be undersold by the other fellow. Many customers peddle their prices. For instance, a farmer or builder will secure your quotations and carry them to your competitor and vice versa. Whittling of prices commences, and before the purchase is made the hardwareman is selling the goods at a loss.

Price-cutting on nails has been carried on to an almost unbelievable extent throughout Canada, and it is the height of absurdity that carloads of nails are sold without the retailer securing any profit — in fact, very few retailers are making any money on nails. Is it not time that Canadian retail hardwaremen discontinued the demoralizing habit of price-cutting on staples and attempted to work more along the lines of co-operative competition?

Co-operation is practical, logical, workable, and will do for the retail hardwaremen of Canada what it has done and is doing for thousands of other men in other lines of business, and what it is doing constantly as a motive power in all phases of life.

A hardwareman once remarked that just as the grocer sold sugar at a loss, the hardwareman had to sell nails at a loss. Why should the hardwareman sell

Firm.	5" Nails.	3" Nails.	1½" Nails.
Store No. 1	$2.25	$2.35	$2.65
Store No. 2	2.75	3.25	4.00
Store No. 3	2.30	2.35	2.75
Store No. 4	2.65	2.75	3.35
Store No. 5	2.60	2.60	3.00
Store No. 6	2.75	2.75	2.75
Store No. 7	2.55	2.65	2.95
Store No. 8	2.35	2.40	2.75
Store No. 9	2.85	2.85	3.00
Store No. 10	2.35	2.45	3.10
Store No. 11	2.25	2.35	2.65
Store No. 12	2.25	2.35	2.60

Department Store No. 13—Would quote only in small lots at 4c per pound.

Prices quoted on wire nails by retail hardware firms in a Canadian city.

nails at a loss? There is no legitimate reason why he should any more than he should cutlery or any other line. It will no doubt take time, but I believe co-operative competition can be worked up to such a degree by retail hardwaremen that the Canadian trade in general will see the folly of selling staples such as nails at prices which demoralize business and profits, and that remedial measures will be undertaken. Elsewhere in this issue is shown a panel which explains why many men fail in business. Look it over and then figure up how much you have made or lost on wire nails during the past year. You will no doubt receive a rude awakening.

It must be admitted that there are several undesirable features in connection with the retailing of nails, particularly when dealing with corporations or departments of public works. It is not generally known, but nevertheless true, that some corporations in calling for tenders on the year's supplies will specify many hundreds of kegs of nails, when as a matter of fact (and this is often known only by the successful tenderer) that a small number of kegs will be actually purchased. The successful tenderer is then able to quote an unusually low price on the nails, knowing that he will only be called poon to supply a small quantity. He can then secure a good margin of profit on the many extras required.

This is an undesirable feature, and hardwaremen should do all in their power to have it eradicated.

Another undesirable feature and one that often causes price cutting, is the fact that many customers allow themselves to be guided in their future purchases by the quotations they receive on nails. This undesirable feature existed for many years and still exists in many cases but I believe it is rapidly disappearing.

I know of a hardware merchant who last year sold over 600 kegs of nails. He sold them at a loss—a considerable loss—just think of it, and he is no exception to the rule. There are many like him. Imagine how the loss on nails eats into the profits on other lines.

It may be all right in the estimation of some men to sell nails at a loss, but I would rather make a 50-cent sale of a pocket knife carrying a profit than a twenty-dollar sale of nails at a loss.

Our country, like all other countries, has been passing through a rather trying period during the past year, but we are optimistic and expect to see a big improvement in conditions in the near future. Would this not be a good time for retail hardwaremen to start an agitation for improving conditions in the retailing of wire nails and put a stop to this demoralizing feature which has infested the hardware trade for many years in the past, and which to-day is seriously affecting the net profits of many of our retailers?

In the accompanying table is shown the prices on wire nails which prevail in one Canadian city. The majority of the retailers visited are paying $2.25 base for their nails and the quotations are on 5 ins. — 3 ins., and 1½ ins. nails in lots of one keg each. The lowest price quoted for 5-inch was $2.25 and the highest $2.85. The lowest price quoted on 1½ in. wire nails was $2.65 and the highest $4.00.

Store No. 13 was a department store and would not quote a price in keg lots, the quotations in this store being 4 cents per pound for any size. One merchant who had quoted a low price, on seeing that he was not going to secure the order, followed me to the door and then confided that he would give me the nails at a further reduction if I would keep the information under my hat. I found out later that he made a regular practice of giving out "under the hat" quotations. Too many retail hardware merchants as well as others higher up are giving out "under the hat" quotations and this is in a large measure responsible for the demoralized conditions in quotations on nails and other hardware staples in many places. I would like to see the Canadian hardware trade discuss this question through the columns of Hardware and Metal, and hope that every retail hardware merchant will do all in his power to so improve conditions that every merchant will be able to "stand up for a legitimate profit."

WHEN TO TRIM WINDOWS.

At the recent ad. convention in Toronto an interesting question regarding the proper time for window dressing come up.

The author of an article on window dressing in general, concluded his remarks by the statement that a window should never be dressed at any other time than at night and incidentally scored the country store for its usual practice of trimming windows during business hours. The speaker claimed that in the case of the city store, the waste of an empty or nearly empty window was terrific at the crowded noon hour, for instance, when immense crowds were passing.

He had taken his seat amid a mild murmur of approval when another man arose and in a few cogent and concise words routed the other's argument. He based his theory on a fact that he proved then and there and which was this—that for some unaccountable reason, the window that was being dressed while the crowds were going by did more good than the most perfectly dressed finished one. He proved that the animate man in the window was of more valuable interest to the crowd than any aggregation of inanimate objects could be as long as the window had some of the objects of the trim in it so that they would receive the benefit of the interest aroused. Also, that as long as the man continued to work on the window he could hold the attention, but when he ceases to do the interesting thing and becomes an automaton, interest wanes.

DISPLAY SALESMANSHIP.

Good display is good salesmanship, so the wiseacres say, I wot. But the whichness of the why, perchance, is that said wiseacre is feeding the hardware patient a lovely sugar-coated pill, to give him a distended feeling in the region of the top of his body.

Now for the explosion, the expose, the end of the dear deception!

Good display is good salesmanship only when the human goods are back of that window, ready with a punch that has some speed in it. The window might as well be on the roof as in the store front of some stores. The birdies would at least enjoy them.



VACUUM CLEANER DEMONSTRATION DEPARTMENT.
This view shows entrance to booth and display of cleaners of various types. Samples of hardwood flooring on wall at right. Inset is sign over entrance.

Demonstrate Vacuum Cleaners in a Window

This Method Used by Montreal Store as Well as in the Housefurnishing Department and in Private Homes—Doing up a Room Thoroughly Often Assures a Sale.

By a Staff Correspondent.

14 Vacuum Cleaners Sold in Single Day

WE have sold as many as fourteen vacuum cleaners in one day," remarked the manager of the department in Henry Morgan & Co.'s store, Montreal, in discussing with a representative of Hardware and Metal, the methods by which the machines are placed in the homes of the Montreal people.

"It is necessary to give a practical demonstration of the working of the machines in order to get people really interested. On many occasions when I have been unable to close a sale here in the store I have taken a machine under my arm, jumped on a car, and have gone to the home of the customer and cleaned up an entire room in order to show just what the cleaner would do. Usually a demonstration in the store is sufficient, but if I think it would be more convincing to show it in practical use in the home, I send a man with a machine or go myself, and thoroughly clean one room in the house. We take along all the attachments and not only clean the carpet or rug, but also go over the walls and hangings, the pictures and chairs, etc. This generally results in closing the sale."

Section for Demonstrations.

Morgan's have quite a large section of their carpet and housefurnishings department devoted to showing vacuum cleaners. An inclosure of about 25 or 30 feet square is provided with three large rugs on the floor and various makes of vacuum cleaners and carpet sweepers are close by. Chairs are conveniently placed so that customers may watch the demonstrations in comfort. Electric sockets are located so that the electric machines may be quickly connected and their utility explained. Some half dozen different makes are carried in stock and the prices range from $35 up to $150 for portables and from $300 to $1,000 for stationary machines. The hand machines which also are carried are, of course, much cheaper. All the attachments for the machines are shown in a special fixture for that purpose.

Prefer Higher Priced Machines

"We always recommend an electric machine in preference to a hand machine, as we believe them more satisfactory. Of course, we will sell the hand machine if the customer wishes it, but we endeavor to point out the advantages of the higher priced machines; how they save labor, the small expense of operating and the general all-round satisfaction they give. As I stated before, we show them first what the machine will do, how easy it is to work it and the way in which it collects the dirt. As regards the stationary machines we have our own men to install them and we do quite a business in these as well.

Operate Machine in Window.

"Occasionally we have a window display and show the machines in the window, operated by one of the employees, and it always draws a crowd. The demonstration right here in the department is the most satisfactory, though, for we can explain the working and the adaptability of the machine personally and create greater interest."

When a window is used for displaying the cleaners, its use is charged against the department, the same applies to newspaper space in advertising, the charge for the space taken up is placed on the department.

In addition to the newspaper advertising, the companies manufacturing the

(Continued on page 55.)

HARDWARE AND METAL

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THE POSTAL QUESTION AND THE MERCHANT.

AN article is published in this issue in which the attempt made by the Postmaster-General to secure the arbitrary right to fix postal rates on second-class matter is reviewed. This is done advisedly, as the question is one of utmost importance to the retail merchant. Anyone familiar with the facts of the case can understand the Hon. Mr. Pelletier's object in seeking to take away from Parliament the right to fix the postal rates on newspapers and periodicals and to vest that power in himself. The power once secured would enable him to rearrange postal rates to his own satisfaction; and, judging from statements made before the Senate committee, he would not do anything to check the unfair advance of the "dollar dailies"—the metropolitan newspapers which gain large circulations in rural sections by cut rates and then flood the territory with mail order advertising.

Read the article in this issue and you will see that the alignment on this question is in reality as follows: The Postmaster-General, the "dollar dailies" and the mail order houses versus the weekly and trade press and the local merchants.

The merchant has a direct interest in the postal question.

RETAILING OF NAILS.

ELSEWHERE in this issue an article appears, dealing with the retailing of wire nails and pointing out some of the undesirable features which exist. It is very unfortunate that retail hardwaremen find it necessary to handle large quantities of nails each year and realize little or no profit, in fact, in many cases handling them at a considerable loss. Another undesirable feature and one not mentioned in the article is that many merchants after quoting a very low price on nails allow the customer a considerable length of time in which to settle his account. Some little time ago a retail hardware merchant who had apparently been doing a large retail business was forced to close his store. When the condition of his business and accounts was investigated, it was shown that he had been doing a very large business with contractors and builders, in fact he had been the low-priced builders' hardware merchant of the city in which he was located. It was shown that he had indiscriminately extended credit for long terms to builders and others who had purchased builders' supplies from him at very close prices. Among the conspicuous items on many of the accounts were large entries for wire nails which had been sold at an advance of five and ten cents over the base price at the factory. The merchant was really handing out the goods at much lower prices than cost because he apparently forgot that his percentage of overhead expense applied to nails as well as to other lines. He sold between three and four cars of nails each season. He sold them all at a loss and then extended credit to his customers. This merchant's price-cutting tactics did not apply only to wire nails. He treated such lines as mortar stain, sash weights, building paper and other lines in much the same manner and it was little wonder that he found it necessary after being in business only a short time to make an assignment.

MAKING MONEY.

A MAN who was once in the retail business and who now holds a minor position with a jobbing house remarked that "He made a lot of money when he was in the retail business, but he lost it all in bad accounts." He is typical of many retail merchants to-day who think they are making lots of money, but who will eventually find out that they have lost it all, or a considerable portion of it in bad accounts. He really did not make the money, but for several years he labored under the delusion that he was making money. His main object was to have a large turnover, and he did remarkably well in this respect. He found that many people were willing to pay a long price for the goods if they could only get credit. The indiscriminate giving of credit is a pit in which many retailers appear to fall, and which in many cases put them out of business. How to do a cash business is a problem that confronts many merchants to-day. The retailer must constantly be on guard in order to keep out the dead-beat and the many who cannot pay. The dead-beat is a troublesome foe, but there is room for an argument as to whether or not he is the most troublesome customer with which the retailer has to contend. One of the most troublesome debtors is the man whose intentions at the time of purchasing are good, and who places a large order for supplies, but finds out later on that he is unable to make a settlement. He belongs to a class of customers who cause endless trouble to the retailer. Many retailers are themselves to blame for much loss through bad accounts, on account of not watching collections closely and not employing a systematic method of collecting. This is a very important fea-

ture of successful retailing and too much stress cannot be laid upon it. July and August are two good months for pushing collections. The summer slackness gives the merchant and his staff plenty of time to devote to collecting accounts. The money gathered in now will help in paying for fall goods. You will probably find it easier to collect the accounts now than later on, because the longer an account remains on the books the harder it will be to collect.

INSTRUCTING SALESMEN.

MANY of our largest and most successful merchandising concerns have found that it pays to provide a course of special training for junior employees. The practical and definite instruction and information given them is a short-cut to the point of efficiency which would only otherwise be attained after many years' service, and after many costly and embarrassing mistakes. In the smaller stores there should be occasional meetings for the clerks where problems which are constantly arising could be discussed and settled. Many of the larger stores in the larger cities have instructors who conduct classes in the same manner as they would be conducted in a specialized business college. Junior members of the sales-force are instructed in all branches that it is required they should understand, and special examinations are held to test the efficiency of the students. These large firms have found out that by conducting schools or classes of instruction they secure a higher and more efficient class of help than could be obtained otherwise. An American contemporary in commenting on the methods of some of the larger city stores said:

"The educational departments for employees of the Wanamaker stores and several other big retail houses are remarkably comprehensive and complete and the good that is accomplished through them is almost beyond computation. Naturally the smaller store cannot afford an elaborate school for employees, but the thing can be handled in a smaller way according to circumstances. In some instances a regular school is not maintained but at intervals professional instructors are employed to lecture and demonstrate before the employees. The general custom is to have a course of lectures which employees are required to attend and take notes. Salespeople and others are encouraged to ask all the questions they may care to and at the end of the course an examination is held to determine how much of the instruction has 'soaked in.'

"Merchants are continually bewailing the fact that good sales-people are practically impossible to find, and there is a good deal of reason for these complaints. Unquestionably the remedy lies in education. But where is that education to be had unless the merchant himself furnishes it? At the present time, so far as we know, there are no public schools in which the prospective department store worker can secure adequate training."

Some Canadian hardware firms are working along the lines outlined above, but they are comparatively few in number, and there is great room for much educational work along this line.

IMPORTANCE OF CO-OPERATION.

THE increasing necessity of a further get-together movement upon the part of hardware merchants is becoming more and more apparent. The evils of price-cutting and credit extension form a cancerous growth in the body hardware that must be met and destroyed ere it performs that duty for those who foster it.

Hardware and Metal representatives find that almost without exception, the merchants of those towns that do not work together are prevented from doing so more by petty differences of a local nature than by any lack of desire to do so.

It seems absurd that any man with any sense of proportion or of values should allow differences of a personal nature to keep him from working in harmony with his opposition on matters of deep concern to both. No expense, no formal declaration of principles is required, but merely a business understanding between those who are engaged in the same business in the same town, irrespective of personal likes or dislikes. It will be found in most cases that one man is usually waiting upon the other and blaming him for any unfavorable present conditions. Such being the case, the exertion of a little initiative on the part of one may be depended upon to accomplish the desired result in the other, of causing him to eagerly embrace any plan suggested for the improvement of his business condition.

CO-OPERATION WITH THE TRAVELER.

THE merchant who deliberately refuses to see any traveler of any reputable firm for any reason short of sheer necessity is taking one of the steps of his business suicide. Regardless of possible grievances, real or fancied, frequent calls by the representatives of many houses or any one of a number of such reasons; the merchant owes it to himself to give the traveler every decent consideration; the consideration that he himself expects to get from his own customers.

When one considers the wide experience that goes into the making of a traveler, the variety of districts and conditions observed and the number of merchants seen by him; one cannot fail to realize that it should prove a paying investment to cultivate him and get the news and views of the trade. A traveler is human too, and he will do more and go further out of his way to boost and help the man who extends to him the courtesy and consideration that is due all men in their business relations, regardless of either the presence or absence of any direct purchase or other material benefit.

The occasion of a traveler's call is really, even under the most unfavorable of conditions, more of a compliment than the reverse, a fact that the merchant would do well to remember when he is called upon by a man from whom he has no intention of buying. The very similarity of their positions should render the merchant sympathetic rather than critical of the traveler. The chief difference is that one calls on his trade and the other (with a few progressive exceptions) lets the trade call on him. In that happy day when all merchants seek their trade by circular, personal calls and otherwise, a still closer bond of union will exist between them and the travelers who are doing the same work on a larger scale.

EDITORIAL BRIEFS.

WAS YOUR LAST inventory soggy with shelf profits?

* * *

THE MODERN merchant who would win must keep in touch with the merchandise—and the market.

* * *

CUTTING PRICES is certainly a queer way of increasing profits; and yet it is often resorted to with that object in view.

The Postmaster General versus the Merchant

A Complete Review of the Events Following an Attempt by Hon. L. P. Pelletier, Postmaster-General, to Secure Power Over the Press of Canada and Thus to Discriminate in Favor of the Big Papers Which Circulate Mail Order Advertising.

A BILL to amend the Post Office Act of Canada was introduced into the House of Commons by the Postmaster-General, Hon. L. P. Pelletier, during the session of Parliament recently closed. After certain amendments had been proposed and the bill had been passed back and forth between Commons and Senate, it was found that a satisfactory agreement could not be reached and the bill was not passed. The Postmaster-General has since, in a statement sent broadcast throughout the Dominion, made the charge that his bill was killed by the Liberal majority in the Senate, laying stress on the fact that thereby some 1,400 postal employees are deprived of an increase of salary provided for in one clause of the bill.

Under the circumstances it is felt necessary that a full explanation should be given to the public, not only in regard to the terms of the proposed legislation, but also with reference to the manner in which it was introduced. The explanation will serve to make clear the attitude of the press of Canada in opposing the bill, and, if it bears hard on the Postmaster-General, it must be borne in mind that he has forced the press into a defensive attitude. The question has never been a political one in any sense of the word—which is attested by the fact that the publishers of Canada, Conservative and Liberal alike, have opposed the measure—and it is largely to remove the impression that it is a political issue that this explanation is made. It is felt also that the public, being directly interested, should be fully informed in the matter. If legislation detrimental to the publishing business were put into force, the public would suffer either through a curtailment of service rendered by newspapers and periodicals or the other alternative of higher subscription and advertising rates.

A Plea For Higher Rates.

In order to give a clear understanding of the case, it will be necessary to review the matter from the very beginning. During the administration of Sir John A. Macdonald, newspapers and periodicals were carried in the mails free in recognition of the educational and national work they were doing. As the expense of distribution grew, however, the Post Office Department felt that this privilege could no longer be extended, and during the tenure of office of Sir William Mulock rates were fixed of ¼ cent and ½ cent a pound on all second-class matter. Later the Senate reduced this to ¼ cent all round. It was recognized that this change would completely upset the plans on which publishers had been basing their operations, and accordingly some papers were allowed five years in which to adjust themselves to the new conditions.

Nearly two years ago the Postmaster-General, Hon. Mr. Pelletier, notified the Canadian Press Association (which includes in its membership a very large majority of the publishers of Canada) that a higher rate of postage would be necessary on second-class matter. The publishers promptly informed him that, if it were found that conditions warranted it, they would cheerfully comply with whatever Parliament in its wisdom and after careful investigation found was right. In order to secure information on the relation of the increased cost of mail service to the carrying of second-class matter, the publishers employed M. E. Nichols, then the editor of a Winnipeg Conservative daily, to prepare a report for them. This report was submitted at a special joint meeting of the Canadian Press Association and Canadian Press Ltd., held in Toronto on November 20, 1913. In it Mr. Nichols dealt with the congestion in the mail service. He went further and appended a series of recommendations as to new rates and regulations which the Canadian Press Association should, in his opinion, suggest to the department. After some discussion, the Canadian Press Association accepted some of his recommendations, amended others and struck out others altogether, agreeing on the whole to an arrangement that would mean a very considerable increase in rates. The report as thus amended was submitted to Mr. Pelletier at once by Hal. B. Donly, president of the Canadian Press Association, and J. F. MacKay, president of Canadian Press Ltd. It is reported that Mr. Pelletier expressed the opinion that the suggested arrangement was generally quite satisfactory, but that there were some features included in the original report which he wanted re-inserted. As the original report had been a strictly confidential one, the question may be asked how information as to its contents had become known to the postal authorities. Finally, the Postmaster-General stated that the recommendations would be considered and the views of the department submitted in a short time, when, he urged, another meeting of the Press Association should be called at once to consider his proposition.

The promised memorandum was never supplied although the Association made repeated requests for the information.

Before going any further it will be necessary to show what excuse Mr. Pelletier had for not fulfilling his promise. The Canadian Press Association heard nothing from him until it was discovered that on May 4 bill No. 147 had passed the House of Commons containing a clause which took the fixing of postal rates on second-class matter out of the hands of Parliament and vested it in the person of the Postmaster-General. Prompt steps were taken to oppose the measure in the Senate—the only recourse left—and in the course of the fight which ensued a deputation waited upon the Premier, R. L. Borden and the Postmaster-General to protest. Mr. Pelletier defended his action in bringing the bill forward before carrying out his promise to submit a proposition to the Canadian Press Association by stating that, at the conference with the two presidents, they had agreed to have M. E. Nichols prepare a supplementary report for him, and that as a result of the non-receipt of this report he had not been able to submit the promised memorandum. In reply, President Donly expressed his clear understanding that neither he nor the president of Canadian Press Ltd. had agreed to have Mr. Nichols, who was present, prepare a supplementary report. He remembered that during the interview the Postmaster-General had asked Mr. Nichols to secure some information regarding the custom in certain countries of grading newspaper rates according to the proportion of advertising to reading matter. This request was proferred by the Postmaster-General himself in quite an incidental manner, and it was clearly the understanding of the two presidents that this report had nothing whatever to do with the arrangement that the department was to submit an early memorandum to the Canadian Press Association covering the official proposals. **That the supplementary report was to be prepared for the Post Office Department has since been confirmed by Mr. Nichols himself.**

Clearly, therefore, in failing to keep to his arrangement with the Canadian

Press Association and in seeking to put through legislation which would give him the whip hand over the publishers before submitting his proposals to them, the Postmaster-General was not playing fair.

The Introduction of the Bill.

This charge of unfairness will seem mild when the circumstances surrounding the introduction of Bill No. 147 are reviewed. The newspaper parliamentary reports of May 5 contained an item to the effect that on the preceding day a bill to amend the Post Office Act had been given its third reading and passed in the House of Commons. That was all that was said. No references were to be found as to the nature of the amendments. But when the Hansard reports came to hand it was found that Bill No. 147 contained a clause which took out of the hands of Parliament the right to fix the rates on second-class matter and transferred that power to the Postmaster-General. No notices had been sent out of this bill. The members themselves were ignorant of what it was for. When the House went into committee on the third reading, Hon. Mr. Graham asked the Postmaster-General what changes were to be effected, receiving the following reply:—

" The main object of the first change —that is, in paragraph E—is to make it clear that the right of looking at newspapers, parcels, and so on, is absolutely confined to those, and that there is no right to open letters. The section as it stands at present, as my hon. friend from Rouville (Mr. Lemieux) knows, leaves the question open as to whether or not it is right to open letters. I want to make it clear that the right does not exist. We are amending the clause so that there is no possibility of doubt, by inserting the words, ' except in the case of letters.' **There are other matters of detail, but this is the main object of the clause."**

Now let us see exactly how clause E reads:

(E) "Established the rates on postage on all mailable matter, not being letters, and prescribe the terms and conditions on which all mailable matter shall, in each case or class of cases, be permitted to pass by post; and, except in the case of letters, authorize the opening thereof for the purpose of ascertaining whether such conditions have been complied with."

It will be noted that the " main object of the clause " is added at the bottom, while the " other matters of detail " include the right to arbitrarily fix rates on second-class matter **in each case or class of cases.** A mere " matter of detail," this power vested in the hands of one man which would enable him to fix, if he so desired, prohibitive rates, to put any or all classes of publications out of business!

Mr. Pelletier's misleading explanation of this clause in the House can be accepted as proof of either one of two things.

First, he did not himself realize the importance of the first part of the clause.

Second, he was deliberately endeavoring to deceive the members and rush the bill through before its real importance became known.

The first explanation is not tenable. Mr. Pelletier is an able man, a man of broad experience and considerable astuteness. No one would insult his intelligence by assuming that he really believed that the question of taking from Parliament a power which had been vested there since Confederation, a power which might involve millions of dollars, was a mere " matter of detail " —an item of minor importance as compared with the rest of the clause which fixes that the Postmaster-General can open newspapers but not letters! It is not to be thought for a moment, we repeat, that the head of the most important administrative department could be deluded into actually believing anything of the kind.

But, further, if the right he was thus prepared to assume of fixing second-class postal rates was a mere " matter of detail," why did he hold up the whole bill when he found that this one " matter of detail " was not acceptable? The bill also provided increases for some 1,400 employees of the department, who are badly in need of the raise, he says. If a little " matter of detail " could not be adjusted, why did he not accept the amendments and let the bill go through this session? The " matter of detail " could be fixed to his satisfaction at the next session and, not being of sufficient importance to be worth explaining even to the members of the House, it could not matter much either one way or the other.

No. The Postmaster-General's subsequent course bears convincing testimony to the fact that this mere " matter of detail " was to him the most important part of the whole bill. Why, otherwise, should he permit his whole bill to be shelved because of it?

If further proof of the purpose of the astute Postmaster-General is required, the following facts will serve to establish the contention that he deliberately attempted to rush the bill through before interested parties would have a chance to stop it.

When it was learned through the Hansard reports that this bill had been passed in the Commons, the secretary of the Canadian Press Association sent a request to the Post Office Department for a copy. The reply received from Dr. Coulter, Deputy Minister, was dated May 8 (the bill passed May 4) and read in part:

"With reference to your letter of the 6th inst. asking for copy of the Postmaster-General's Bill to amend the Post Office Act which passed its third reading in the House of Commons the other day, permit me to say that none of these will be printed until the bill has been signed by the Governor-General, and when this has been done, I will be pleased to immediately send you a copy."

Yet the fact remains that hundreds of copies of the bill had been printed.

The secretary of the Canadian Press Association received copies of the bill from another source, the day before he received this letter from Dr. Coulter in which the latter states that the bills were not yet printed!

Why had not a copy been sent to the Canadian Press Association? Surely the interest of newspaper publishers in the proposed change was sufficiently great to entitle them to a copy of the bill pending! Why was the request for a copy refused?

Why Fight Was Carried to Senate.

If the purport of the bill had not been discovered, almost by an accident, the measure might have passed through the Senate in the same quiet way that it slipped through the Commons, before the publishers received copies of the bill. They would not have learned of the new power acquired by the Postmaster-General until it was too late to even protest. Can it be that this contingency had been foreseen, had in fact been counted upon?

Mr. Pelletier at various stages of the fight complained of what he termed the unfairness of publishers in carrying the fight before the Senate, a body politically opposed to the Government and himself. By skilful manipulation of this complaint he has endeavored to create a political issue out of it and to make it appear that his bill was thrown back through the caprice of a hostile second chamber instead of as a result of the opposition of a united press.

As a matter of fact, the bill had passed the House of Commons before the publishers knew that such a piece of legislation was even contemplated. What course was left but to fight it in the Senate in sheer self-defence?

The publishers of Canada would have much preferred to have fought the bill on the floor of the House, where the question could have been thrashed out without any suggestion of partyism creeping in. Mr. Pelletier was afraid to have the bill discussed in the House. He has openly avowed his fear. If he felt that his measure would be beaten in the Commons, where any party bias would be in his own favor, why does he charge that its practical defeat in the Senate was due solely to political animosity?

As a matter of fact, the press has presented a united front on this question. P. D. Ross, editor of the Ottawa Journal, who led the fight for the Canadian Press Association, is perhaps the foremost

newspaper supporter of the Government and who because of this very justly commands the respect and confidence of the Prime Minister, more perhaps than any journalist in Canada. Many of the publishers who went to Ottawa to protest were strong Conservatives. Opposition in the Senate did not come from the Liberal side of the House alone.

What is more, if the issue is reviewed next session, the publishers of Canada will go before the House of Commons to present their case, and if Mr. Pelletier relies upon carrying his point by appealing to sheer party loyalty, he will undoubtedly meet a series of surprises.

The amendments proposed in the Senate, which Mr. Pelletier refused to accept, were framed with an earnest desire to make the bill workable in the interests of both departments and press. It is not stretching a point to assert that the objections raised by the Senators were precisely what Mr. Pelletier would have encountered in the House had the members been aware of the purport of the bill when it was first introduced.

Objection Based on Principle.

The publishers of Canada objected to the bill purely on principle. It is contrary to the spirit of the British constitution for arbitrary powers to be vested in one man, without the right of appeal to Parliament. What sane man would suggest that the fixing of the tariff should be placed in the hands of one member of the Cabinet? In a lesser degree this is exactly what was contemplated in the postal amendment. It would rest with the Postmaster-General to say what rate must be paid on the printed matter circulated throughout the Dominion.

The danger would be two-fold. Not only could an unscrupulous official unfairly penalize any paper or class of paper, and discriminate against papers for party purposes, but the man responsible for the fixing of the rates would himself be placed in an invidious position. He alone would have to bear the brunt of discussion and criticism. On that man alone would all the influence of competing interests be brought to bear. Would it be wise to place such power in the hands of one man?

A significant admission was made by Mr. Pelletier before the Senate committee when the matter was first discussed. He had pointed out that the new rates suggested by the Canadian Press Association bore heavily on the metropolitan daily newspapers. "I cannot fight these big papers," he declared. If he feels unable to withstand the influence and power of the metropolitan dailies when the question rests with Parliament, would he not have been even more impotent if the sole responsibility of fixing the rates had been placed in his hands, thus making him the target against which such influence would be directed? In view of this admission, what could the smaller paper, whose interests are almost diametrically opposed to that of the big "dollar daily," expect if the adjustment of rates rested with one man —and that man professedly afraid of the big fellows in the publishing world?

But it is not necessary to go on conjecture alone in considering the effects that the measure would have. At the same session of the Senate committee Mr. Pelletier declared that the publishers need not anticipate any arbitrary use of the power he was seeking to get into his hands. Colonel MacLean, publisher of class papers with a combined circulation of over 100,000, including Printer and Publisher, the organ of the publishing industry, spoke before the meeting, objecting strongly to the proposal. In the course of the discussion that ensued, the Postmaster-General, forgetting his pledge that the power would not be used in an arbitrary way, stated that, if Colonel MacLean would not consent to the proposals, he would impose a rate of 8 cents a pound on class publications.

What more telling proof could have been adduced of the use that might be made of the arbitrary power that the Postmaster-General sought?

A rate of 8 cents a pound would put every magazine, trade, technical, and farm paper in Canada out of business. Thus would one man have the power to cripple, kill or, on the other hand, to unfairly foster by privilege any particular paper or class of papers.

The Status of the Class Press.

One of the main points of contention since the question of increasing the postal rates first came up has been the status of the class press. Despite the fact that trade and technical papers have become a necessity in every line of industry, despite their acknowledged worth as an educational factor, despite finally, the fact that the governments of Canada spend large sums of money annually to send out free printed matter of an instructive nature to the farming community, thereby performing the same work for the farmer that the trade paper does for the engineer, the mechanic and the merchant; despite this, there has long been a prejudice in the Post Office Department against trade and technical papers, a prejudice which has manifested itself in close surveillance, dogmatic interpretation of statutory details and open threats of a higher rate than is placed upon daily newspapers. As soon as it was announced that postal rates would be advanced, it became known that it was intended to seize the opportunity to penalize the trade press. The report submitted by the daily newspaperman, commissioned to report on postal matter, contained recommendations to that effect—recommendations bolstered up with reasons couched in terms so concisely the same as employed by the postal officials that one trade publisher was impelled to exclaim: "It's the hand of Esau, but the voice of Jacob."

The Canadian Press Association, with loyal appreciation of the real value and the just claims of the trade press, refused to countenance the suggestion that the newspapers escape their due share of the advanced cost of postal transportation by putting a larger load on the trade press, voting with practical unanimity to throw out the resolution.

It was not the intention of the writer to enter into a discussion of the position of the trade press at this time, but the above explanation was necessary in order to show the next inconsistency into which the worthy Postmaster-General strayed. At the meeting of the Senate Committee already referred to, Mr. Pelletier stated, in replying to Colonel MacLean, that in the course of the interview he had had with the presidents of the Canadian Press Association and Canadian Press Ltd., when they laid before him the report as adopted in November, he was told by these gentlemen that it was the spirit of the meeting of the Canadian Press Association and Canadian Press Ltd. that a higher rate should be placed on the trade press. As the instructions of the two presidents had been to merely wait upon the Postmaster-General and lay before him the findings of the meeting, it was inconceivable that they could have made such a statement. **Printer and Publisher at once communicated with both Mr. Donly and Mr. MacKay and received their unreserved and emphatic denial of the statements imputed to them by the Postmaster-General.**

The Position of the Postmaster-General.

Throughout the whole course of the fight, the representatives of the press made it their earnest endeavor to keep the personal element in the background. It was made very clear that their objection was not to Mr. Pelletier having the power he sought, but to **any** man having that power; that it was too dangerous a power for one man to have from the standpoint of the good of the country as well as the good of the press. But as the matter progressed and the part that Mr. Pelletier was playing became more transparent with each move that he made, the conviction was driven home that it would be a particularly dangerous policy for such a man as Mr. Pelletier to exercise. He convicted himself of inability to exercise that power with absolute fairness to all concerned by his own

statements in the course of the debates. On several occasions he voiced the opinion that he could not antagonize the powerful metropolitan newspapers. At the meeting of the Senate Committee on Banking and Commerce, on May 29, he said: "But I cannot afford to have all the papers in this country banded against me." If one proceeds to analyze this statement, it becomes apparent that the man who made it is not a proper person to hold a power which would enable him to summarily penalize the press and, moreover, would put him in the position of having the influence of all sections of the press focused upon him. Let us proceed upon a supposition. If he " cannot afford to have all the papers banded against him," he could not be expected to do what was right if the interests of the country at large should at any time demand that he take such action as would cause all papers to band against him. He has tacitly acknowledged that his fears would not permit him to exercise his power in a way that the interests of the country would demand. If he does not feel that he has the backbone to withstand any kind of influence which might be brought to bear, why does he endeavor to take a position where his lack of backbone might some time constitute a menace to the country at large?

The Postmaster General has wide powers now. It is part of his duty. He would have to decide, for instance, how far the metropolitan papers can go in dumping their products in all parts of the country at ridiculously low subscription prices, thus seriously jeopardizing the local press. The investigation made by Mr. Nichols showed conclusively that the congestion in the mails, which had created the necessity for higher rates, was chiefly around the big cities and was due to the enormous quantities sent out by the " dollar dailies." In recognition of this fact, the Canadian Press Association recommended that a minimum subscription price be set for daily newspapers with a view to preventing the "dumping" of big city dailies and thus reducing the congestion.

Before the Senate Committee on May 27 Mr. Pelletier said that " he was not prepared to put into effect the recommendation of the two associations in respect to a minimum subscription price for daily newspapers." Before the same committee on May 29 Mr. Pelletier said: " Fifteen days ago we took eight carloads of one paper in Montreal out to the coast, and they gave us $84.50 as a revenue, though it cost us $502.00." This instance shows that the Government loss is sustained through the circulations built up by the "dollar dailies" through their low outside prices. But Mr. Pelletier, calmly acknowledging the truth of this, had nevertheless announced his intention not to apply the obvious remedy, preferring to make up the deficit by making all papers pay a higher rate, and specially penalizing trade and technical newspapers.

And that is exactly why one man should not be allowed to decide such big problems without any right of appeal beyond him. Individuals are too prone to errors of judgment. Mr. Pelletier's error of judgment in this matter is but a foretaste of what might happen if he were permitted to gather the reins of arbitrary power into his own hands.

The Progress of the Fight.

All that remains is to recount the events following on the fight in the Senate.

On June 2 the Senate Committee on Banking and Commerce passed the bill, with an amendment as follows: " Provided always that the maximum rate which the Postmaster-General may fix as the postage of newspapers and periodicals defined by section 53 of this act shall in no case exceed — cent for each pouch pound weight or fraction of a pound weight, however the rates may be graded according to distance and zones of transportation, and said rates so fixed and levied shall be submitted to Parliament at the ensuing session for revision or ratification."

As thus amended, the bill was passed by the Senate and sent back to the House. The executive committee for the Canadian Press Association were not satisfied, however, as it was felt that when the principle was wrong, the curtailment of powers as per the amendment would not suffice. A deputation, therefore, waited upon Hon. R. L. Borden and Hon. Mr. Pelletier, requesting that "(a) the clause of Bill No. 147 which amends present newspaper postage regulations be withdrawn for the present session, inasmuch as a delay of a few months in amending the present conditions which have existed for nearly 20 years can matter little. Or (b) that the schedule of rates suggested by the Canadian Press Association in December last be adopted until the Postmaster-General can submit revised rates next session."

A promise to consider the request was received from the Premier. In view of the promise of the Premier, it was deemed advisable to place the facts before a number of representative newspapers throughout Canada, in order that they might, if thought advisable, wire their views to the Premier and other members of the Government, and thus make it clear that the position taken by the Executive Committee of the Association was the position of the individual newspapers throughout Canada. To this end night lettergrams were sent on Wednesday evening to approximately 125 representative newspapers throughout Canada, and it is known to the officers of the Association that on Thursday a large proportion of these newspapers wired the Premier and other members of the Government, urging the principle that newspaper postage rates should be fixed by Parliament.

On the evening of Thursday, June 4, it was intimated to the Chairman of the Postal Committee that the Premier wished to discuss the matter further with him. Mr. Ross, chairman of the Postal Committee of the Canadian Press Association, had an audience with the Premier that evening, and Mr. Borden expressed the willingness of the Government to meet the views of the Association to the extent of having the rates fixed by the Treasury Board instead of by the Postmaster-General, with the provision that in no case should the rate exceed one and one-half cents per pound, and with the understanding that the Association would be consulted before the increase in rates now proposed was fixed by the Treasury Board.

After the interview with the Premier and again on the morning of Friday, June 5, Mr. Ross consulted the president and other members of the Executive Committee who were in Ottawa regarding the Premier's suggestion. All were agreed that it would be inadvisable to agree to the compromise suggestion, first because it was contrary to the principle that newspaper postage rates should be fixed by Parliament, and, second, because consent to the provision of a minimum rate of one and one-half cents per pound might be interpreted at a future time as an admission by the Association that the Post Office Department would be justified in imposing any rate of postage up to the rate specified as a maximum.

However, Mr. Pelletier introduced a resolution in the House of Commons making an amendment to the Senate amendment that the fixing of the rate be vested in the Treasury Board, the rates fixed to be put before Parliament for ratification or revision.

On June 10 the bill again came before the Senate and was passed with still a further amendment which practically re-established the old order, inasmuch as it provided that rates fixed by the Treasury Board should not come into force until revised or ratified by Parliament.

The bill as thus amended was returned to the House of Commons, and, on the motion of Mr. Pelletier, a message was ordered to be sent to the Senate that the House would agree to the amendment if it were again amended by striking out the words "and shall not take effect until so revised or ratified." Mr. Pelletier's contention was that these words would have the effect of preventing the

(Continued on page 51.)



What Other Hardwaremen Do

Hardware Firm Conducts Hour Sale—Ten-Cent Window—Free Spoons—Selling Doll Houses—Free Parcels Post—Nothing on Us—Washer Demonstration—Bathroom Outfits as Wedding Gifts.

HOUR SALE.

THE Tourtellot Hardware Co., Ltd., Port Arthur, recently conducted an "Hour Sale." The sale took place on Tuesday, June 30, the day preceding Dominion Day holiday and lasted from 2 p.m. until 10 p.m. The special goods and the hours during which they were on sale are enumerated as appeared in the ad.:—

From 2 O'clock to 3 O'clock.

10 casseroles, regular price $1 to $2 each—for one hour only the price is, each 75c. Be here early if you want one.

From 3 O'clock to 4 O'clock.

13 only aluminum preserving kettles, ranging in prices from 70c to 90c, for one hour only on Tuesday the price will be 50c.

From 4 O'clock to 5 O'clock.

24 only, tea pots of very best enamel ware, regular price $1.25. For one hour only the price will be only, each 75c.

From 5 O'clock to 6 O'clock.

20 only general purpose hand saws, regular price $1.50 each. During this hour you can get one for the special price of 95c.

From 6 O'clock to 7 O'clock.

Hot Point stoves that sell regularly at $6.25—For one hour you can get one of these stoves at this special price, $4.50.

From 7 O'clock to 8 O'clock.

15 only nickel plated tea kettles, regular price is $1.75. Sale price on Tuesday for one hour only will be, each $1.35

From 8 O'clock to 9 O'clock.

3 dozen best quality steel shears, regular prices 65c to 85c—one hour special sale price on these will be, pair 50c.

From 9 O'clock to 10 O'clock.

50 pieces enameled ware, regular sellers at from 40 to 60c each—During this hour only we will clear the entire 50 pieces at, each 50c.

* * *

TEN CENT WINDOW.

James & Reid's, Perth, Ont., conducted a ten cent sale last week. Special window displays were arranged and a large advertisement featuring the event was placed in a local paper. Graniteware was the principal line featured and among the goods offered were dippers, pie plates, jelly pans, pudding pans, mixing bowls, sauce pans, wash basins, preserving kettles, cuspidors, etc.

* * *

FREE SPOON.

In order to help stimulate the demand for preserving kettles J. B. Ross, hardware merchant, Oshawa, Ont., offers a large size aluminum preserving spoon free to each purchaser of a preserving kettle.

* * *

DOLL HOUSES.

R. Chestnut & Sons, Fredericton, N.B., are selling doll houses at $2.50 each. The houses have been made by a manufacturer of roofing. In featuring the doll houses in show window and newspaper advertising the firm makes a special feature of wall board, roofing, etc.

* * *

FREE PARCELS POST.

Wm. Magladery, hardware merchant, New Liskeard, offers free parcels post service to all customers residing within a radius of twenty miles. In a recent advertisement the following notice appeared:—

Wm. Magladery offers to you, farmers, absolutely Free Rural Delivery of any article which is ordered from us by phone or mail, that we can send by Parcels Post. No matter if it is only five or ten cents' worth of nails or staples. if you will call Phone 11, New Liskeard, or drop us a card, we will send them by the next delivery and will not charge you one cent for postage, either directly or indirectly.

Parcel Post Rules.

Bear in mind that any article weighing eleven pounds or less and not greater in size than 72 in. in height and girth combined can be sent by Parcels Post.

There are thousands of articles in our stock that you can, when in a hurry, telephone us for, which can be delivered by Parcels Post and will not cost you a cent more than if you came to town for them, tools, an ax, hammer, saw, kitchenware, dish pan, milk pail, screen wire, chicken wire, can of paint and a hundred and one other items that you often need in a hurry but don't have time to go to town for. Any of these you can always get on the next delivery by calling Wm. Magladery, hardware merchant, phone 11, New Liskeard.

We are offering this free delivery to accommodate you farmers, and to express to you our appreciation of the favors you have shown us. We hope and believe you will find our new free delivery service a great accommodation, and we want you to call us often, no matter how small the item you need. Phone 11.

* * *

NOTHING ON US.

In order to convince customers that the country residents can enjoy as many comforts as the city dwellers, O. B. Henry & Co., of Drayton, Ont., in a recent advertisement said: —

"**Mrs. Jones, of the City of Toronto,** has no greater cooking convenience than you can have on the farm or in the village. Cooking in a hot, stuffy kitchen in a sizzling hot wood or coal range in summer has probably made more women dicontented with farm or village life than any one thing. She thinks of the gas stoves the city folks can cook on. We have a joyful message for these women——The ——— Gasoline or Oil Stoves work just like a city gas stove, so you do not have to be without the convenience of a city gas stove any longer, no matter where you live. No storage or pressure tanks needed. You can put the stove in any part of the kitchen. Simply light the burners and the stove is ready to cook on. We invite you to look at them, and we will give you a little book showing the different styles and sizes.

CREAMERY DEMONSTRATION.

Geo. L. Foerster, Neepawa, Manitoba, held a demonstration, on a recent Saturday at which he featured a home creamery. In advising his customers of the demonstration Mr. Foerster said:—"The Home Creamery marks a new era in the possibilities of butter making. You need it for more than one reason. First: Because it will make you a first-class creamery butter right in your own home.

"It will bring increased profits to you because of its ability to make more butter and better butter, and for which you will be able to demand a better price. No longer will you have to take the standard price for your butter fat and let the creamery make the 18 to 25% over-run."

* * *

WASHER DEMONSTRATION.

On a recent Saturday Bernhardt & Spaldery, Preston, held a demonstration of water power washing machines in their show window.

* * *

BATHROOM OUTFITS.

The George Taylor Hardware Co., Cobalt, are featuring bathroom outfits as practical wedding gifts. In featuring a special outfit of twelve pieces the firm says:—The —— Bathroom outfit makes a handsome and practical gift for the June bride—and then again it may be found very convenient for your own use. This outfit consists of twelve pieces, namely, crystal plate glass shelf, two crystal towel bars for lavatory and bathroom, basin wall soap dish, bath tub soap dish, tumbler and tooth brush holder, toilet paper holder, and bathroom hooks. The absolutely sanitary feature of this ware is its freedom from useless ornament that collects dirt. Every piece has the exquisite A. B. C. Nickel finish on solid brass and is warranted by the makers. Price of set complete and ready for shipment or to take home is $11.00.

* * *

TRIM THAT BLOCKED THE SIDEWALK.

A Duluth hardware store has just put in a show window this week, that has stopped hundreds of people.

The floor has been sodded with grass, across the front of the window is stretched a lawn fence, at the back there are four trellises of 12 in. poultry netting, covered with artificial morning glories.

At the back of the window a sill cock is screwed, to which is attached a length of garden hose. A galvanized iron sprinkling can stands on one corner and near it are a set of floral garden tools. On the other side are a lawn mower and its accessories.

The main feature is a dummy figure in the center, a boy clad in hunting boots and khaki clothing. In his hand is the nozzle of the hose, in the hole of which is set a No. 14, 1-inch flat head bright screw. From the head of the screw 64 strands of white thread run about 6 ft. and are stapled in the floor under the sod. After stapling about 10 threads the sod is packed down, then 10 more threads are stapled, then more sod, and so on until the ends of the thread cover a space about 6 inches wide by 8 inches long.

These threads are kept in motion, giving a perfect imitation of sprayed water, by agitation from an electric fan, concealed behind a picture of lawn fence which stands near the man.

A flower bed, planted with tulips, ornaments one side of this show-window-lawn.—Zenith.

* * *

ELECTRICITY IN THE HOME.

The following is a verbatim copy of an authentic letter received in the office of Hardware and Metal, and one that properly used, should serve as an aid to the hardwareman who is pushing electric goods. The letter was written by a Toronto housewife who fully illustrates what can be done by the intelligent use of electric appliances in the home.

July 2, 1914.
—— Galley Ave.,
Toronto.

Dear ——

I received your letter a few days ago, but have been up to my eyes in housecleaning or would have sent you the required information before this. Hope this is not too late to be of use to you.

We use a vacuum cleaner, toaster, coffee percolator, iron heater and stove as well as light the house.

The bills are as follows:—

December	$3.45
January	2.96
February	2.80
March	2.02
April	2.85
May	2.45
June	1.85

Of course we do not waste power, but we use what we need.

Hoping that this information is what you require.

Sincerely yours,

* * *

UNIQUE ADVERTISEMENT.

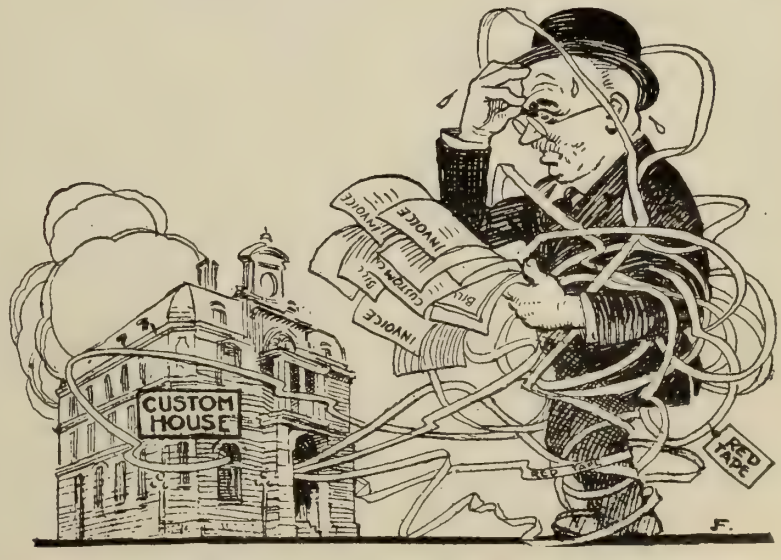
Sample of snappy ad. run by a British Columbia hardware merchant:

Attend the band concert at ——— this morning, commencing at 8 a.m. The music will be furnished by the cash boxes, carrying the money spent at our Great Anniversary Sale. Music will continue all day.

HARDWARE HOUSE-CLEANING.

July is house-cleaning time in most of the retail hardware stores of the Dominion. It is the between-season that precedes stock-taking—the time when the litter of spring sales is cleaned up to make way for those of autumn.

Why not add another live selling season to the year by carrying the house-cleaning to the human machinery of the store itself? Search out fossilized ideas, poor selling methods, antique show racks, such as "ceiling displays" and put them all in the discard. A man may get so used to the sight of some unsightly object or custom around his store that he is unable to realize that it works overtime at knocking him and his business.



A perplexed hardwareman and "The Castle of Red Tape."





The Science of Successful Stove Selling

The Importance of Selecting a Good Line—Truth in Selling—Necessity for Thorough Knowledge of Goods.

An Authorized Interview by Hardware and Metal Representative, With H. J. Conn. St. Catharines.

IN any dissertation on selling and on selling methods one must choose for discussion those features that loom up largest in his mind and it may be safely stated that the same general axioms may be applied to the selling of any article from peanuts on up to pianos.

My line is stoves. I have been immersed in the study and the merchandising of them for thirty-eight years and they are my religion. My list of hard and fast selling axioms is well nigh as brief: they are proper selection of goods to be sold, insistence upon the truth in the selling statements, and last but not least, intelligent salesmanship.

The first subdivision of the three chief component parts of my selling scheme is the master key to the whole, the cornerstone of the arch. One must look over the lines that are offered him and out of his experience, choose that one that offers the greatest value per cold, hard dollar. There can be no equivocation about it: the salesman sells best that article that he would use in his own home, the one that he knows is the best of its line, in short, the one that he can honestly back up and swear by.

The conscientous salesman who is asked by some farmer's wife, "Which stove do you like best?" is in a pretty dilemma, indeed, through biting off more than he can chew by pushing more than one line. I feel truly sorry for such a man. His heart cannot be in his work and he cannot put his best efforts into both stoves and still tell the truth. A further advantage lies in the fact that by centering his attention on one stove, the salesman, in the fullness of time, comes to really know it.

As to truth telling: no one will deny the financial gain to be derived from it, aside from the consciousness of knowing that one has done the right thing. I notice that this fact has been officially recognized and promulgated by the Associated Ad. Clubs in their recent convention in Toronto, but it is no new thing in this store. The man who hews to the line and shuns the crooked tongue is the man who finds an easy command of language at his tongue's end. He does not have to stammer and stutter as he racks his brain for chimerical ideas about his stove; they come faster than he can adequately express them. It is in this connection that the advantage of selling a good line stands out pre-eminently, for naturally if one intends to tell the truth, he wishes to handle a class of goods that the truth will not hurt. It is so much more soothing to one's feelings and so much more gainful to one's pocket to have a customer come back with exaggerated claims for the stove one has sold him than to listen to him prove that untruthful claims were made for the stove to aid in the sale of it.

When we get down to the last subdivision, namely, that of salesmanship, we are getting into a subject about the various subdivisions of which many books might be written. Suffice to say, the primary requisite for a salesman is that he should know his goods from top to bottom so that he can answer any question as to their ability to do this, that and the other under any conceivable condition.

"Why will it pay me to buy this stove when I can get such and such a stove for five dollars less?" is a question that must be answered by a cold analysis of the two stores; a mere broad statement covering the matter will not do much to convince the skeptical customer.

Personally, I have carried this to the extreme by going direct to the foundry where my line of stoves are manufactured and there picking out a likely looking young man, old enough to have some sense and still young enough to learn. The consequence is that I procured a man who knew all about the stoves and only needed my assistance to build up a good sales knowledge on the foundation that he had already built. As a good part of my business is in the nature of furnace and plumbing contracts which takes me away from the store a good deal, I can always leave with the assurance that I have a salesman on the job.

The windows may be properly mentioned as an important part of the selling game. They furnish the best advertising medium that I know of. At present I am running one brass goods and one aluminum ware window. I usually change both windows twice a week and endeavor to have contrasting displays in each.

My demonstrations come next in my favor as advertisers, particularly those of the gas stove variety, and I plan to be prepared for them at all times. Somehow, there is something convincing about the actual sight of the burning gas, something home-like and natural that, while it explains nothing new, adds a touch of reality to the salesman's talk. Most people appear to soak up ideas that they have seen illustrated better than those they have been told of, apparently a matter of the eyes carrying messages to the brain more completely than the ears do.

Acting on this principle, all of my show room stoves, which embrace one of every variety, including furnaces, are hooked up for prompt demonstration whenever needed.

So like the spider that catches the fly in his web, I get the customer into my store by means of my window display, and by my reputation for having a good line of goods; tell him the truth and agree to stand back of my goods, demonstrate the usefulness of what I sell; talk with the sure knowledge of an expert and then sell him the goods.

POSTMASTER VS. MERCHANT

(Continued from page 47.)

Post Office Department from collecting postage.

This the Senate refused to do, leaving the amendment as it had been drafted, but providing a clause to leave old rates in force, thus getting around the Postmaster-General's technical objection. Mr. Pelletier refused to accept the Senate amendment and the bill thus automatically died.

He thereupon issued a statement to the press in which he claimed that his bill had been killed by the Liberal majority in the Senate.

And now comes his last move, a ludicrous finale to a comedy of errors. Mr. Pelletier has publicly announced his intention of going back to the system that prevailed before '67. He states that he will leave the rate at a quarter of a cent a pound on all second-class mail matter mailed in bulk, but that he will collect one cent on every paper that is delivered to the subscriber by the mail man. This right he claims under Clause 71 of the Post Office Act. This clause gives him the power **to collect one cent postage from the subscriber,** so apparently this is what the Postmaster-General, beaten and confuted at every turn, purposes doing!

Finally, let it be stated that, to those who have followed the whole course of the fight, the reason for the stand taken by the Postmaster-General is quite clear. He is standing by the big daily papers against the weekly papers and the trade and technical press. He has allied himself with the big interests which circulate mail order advertising and thus work to the detriment of the smaller communities, as against the weekly newspapers, and the trade newspapers which foster the local merchant and thus help to keep trade at home, to the immeasurable benefit of the small cities and towns.

That is the issue—the issue which may perhaps have to be fought out at the next session of Parliament.

WHY

Many fail in business. *Because*—they figure their *profits* incorrectly.

THE RIGHT WAY

EXAMPLE:

Expense of doing business is 25%
(Figured on Gross Sales, *i.e.*, selling price.)
It is desired to make a profit of 10%
(*Must* be figured on selling price.)
Cost of an article is $2.00

Find the SELLING price

SOLUTION:

Selling price = { Expense { Rent, Light, Heat, Wages, Advertising, Insurance, Freight, Express; Delivery Charges, Telephone, Int. on Capital Invested, Depreciation of Stock, Bad Debts, Extraordinary Expense } ; Profit ; Cost }

100% . . . equals . . Selling Price

35% . . . equals . . { Expense 25% ; Profit 10% }

65% (of selling price) equals . . . . Cost

$2.00 will be 65% of selling price

Divide $2.00 by .65 equals $3.08

ANSWER:

Selling Price should be made $3.08

PROOF:

Expense	25%	of $3.08 equals . .	$ .77
Profit	10%	of 3.08 equals . .	.31
Cost	65%	of 3.08 equals . .	2.00
Selling Price	100%	equals . .	$3.08

THE WRONG WAY

Figuring it as 25% plus 10%, or $2.70
which is *less* than Cost $2.00
plus Expense . . . . .77 } $2.77

THAT'S WHY THEY FAIL

COMPARING RESULTS.

A recent window that has caused much favorable comment and a large increase of sales showed the results of the actual operation of two varieties of lawn mowers.

The one carried in stock was the more costly article. It cut a wider swath and ran so much easier than the other that the workman could, in a given time, show almost ten per cent. more of lawn mowed. The display consisted of a suitable grouping of mowers, properly placarded in the rear and sides of the window. The main floor space was given up to two well-drawn maps of an average lawn. Parallel lines showed the course of the rival mowers over the same ground. In the path of the store's mower the swath was shown to be wider than in the case of the other. Gradually as the number of trips were shown to be increased, it was noticed that the big mower was covering more ground, not only in the width of the cut, but in the actual progress ahead, owing to its easier motion.

The dealer had previously checked up the window statements, and in consequence had a placard posted in a conspicuous place offering $5 reward to anyone who could, in the course of an actual test, change the figures given so as to show up his mower in a more unfavorable light.

CHAPIN-STEPHENS CO. ENLARGES.

The Chapin-Stephens Co., Pine Meadow, Conn., have recently purchased the Elmore Tool Mfg. Co., of Hartford, Conn. The plant is being dismantled and the machinery, tools, supplies, etc., will be removed to Pine Meadow. The Chapin-Stephens Co., previous to the beginning of the present year, manufactured principally rules, planes, levels, gauges, etc. After the first of the year the Ze-Litt File & Tool Handle was added to the lines, and with the latest addition of the large range of tools comprising the Elmore line the Chapin-Stephens Co. will have an exceptionally large range of tools to offer the hardware trade.

Practical Problems for Sheet Metal Workers

How to Develop a Gasoline Storage Tank for a Motor Boat

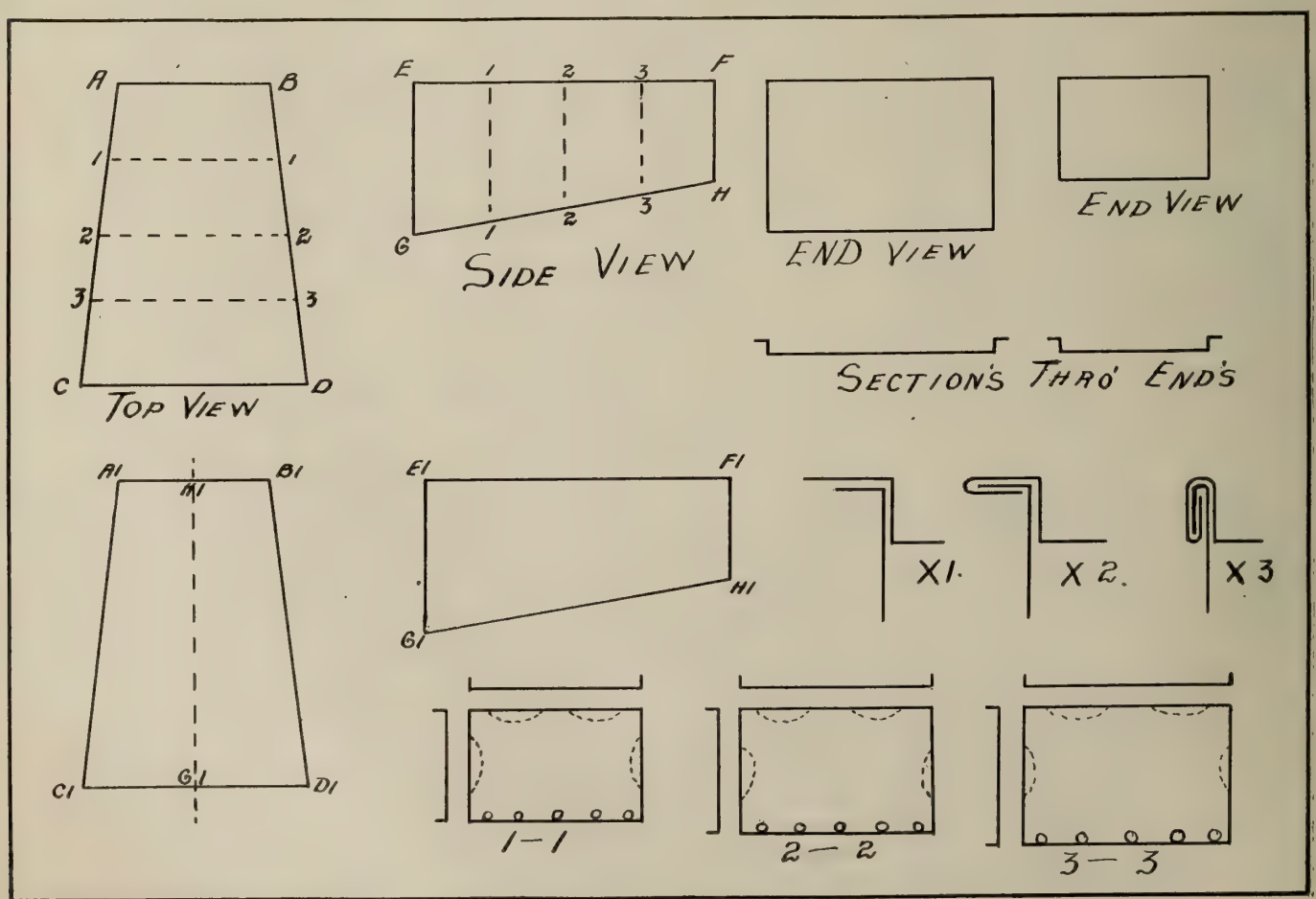
By E. Bronson.

THE problem which we show here is one that requires care. The article in this problem is a galvanized iron tank often asked for by motor boat builders and owners when fitting up their boats. As a small leak would cause considerable trouble, the tinsmith in making a tank must exercise great care. The tank as shown here is of a fairly regular pattern or design, yet in some instances the nature of the space in which the tank is located requires a very irregular shaped tank.

In the top view or plan, the three dotted lines 1-1, 2-2 and 3-3 show the position of the plates or partitions usually put in to keep the contents of the tank from splashing too freely in the tank, through the motion of the boat, thus putting too much strain on the joints and seams of the tank.

In the development of the patterns for an article such as described it is necessary to have a plan or top view and side view. In this case let A, B, C, D be the outline of the top view and E, F, G, H the outline of the side view. The top of the tank being square with both ends, the top view is also the outline of pattern of top section. The line G H in side gives the length of bottom section. Draw a line as at G 1 and H 1 and square from this line. At these points draw lines on both sides and at one end G 1. Mark on each side half the distance from C to D. At H 1 mark on each side half the distance from A to B. Connect the points thus obtained forming outline A1, B1, C1 and D1, being pattern of bottom.

The length of side is shown by lines A C and B D of top view. Draw a line as E1—F1 equal in length to C A in top view. Draw lines at right angles to E1 and F1. On line drawn from F1, mark off a distance equal to E G on side view. From F1 mark off the distance from F to H in side view. Connect points G1 and H1, thus obtained, completing pattern of side. The two end pieces are square or rectangular pieces as shown in the two end views. The section through ends show edges turned on end pieces. At X1, X2 and X3 are shown the three operations in fitting on end pieces. This seam is doubled over from the outside, making the ends very secure. At 1-1, 2-2 and 3-3 are shown the three portions which are put in before ends are seamed on. These are either punched or cut out as indicated by dotted lines.



Junior Clerk's Page

OBSERVATION AND SUCCESS.

If you are to be successful, you must ever keep in mind that your employer will have a much higher value of your services if he knows that you are observing what is going on around you, and the work of your immediate superior. It is observing the small as well as the great things in business that counts.

With attention and intelligent imagination as well as observation you are on the high road to success.

The great majority of people take things for granted—they took steam emitting from a kettle for granted until one man with a little observation of its nature, etc., put it to work—and lightning, well, that had always been, and people thought nothing of it until one young man was observant enough of its workings to harness it for mankind. And many scientists think that it is by closely observing the flight of birds that we are arriving at the navigation of the air.

And thus it follows all through the history of the world, great inventions and discoveries are due to the observation of the little things, and observation and thought given to the small and seemingly unimportant things in business is the greatest factor toward the success of that business.

Some men go on using an antiquated and cumbersome system of doing things (just because it has always been done that way) when by a little observation of conditions a shorter, quicker and better way is devised.

"Custom is the greatest barrier to progress." We keep on doing things just because our fathers did them that way until some one with enough observation of the change of conditions thinks of an up-to-date way of doing those same things and saves time.

Observation of the needs of an office brought us the card-index, loose-leaf ledgers and all other improvements.

Observation is not simply seeing things, but thinking quickly and without an effort of the things we do see. Two men see the same things; one sees nothing out of the ordinary, and the other, with the power of observation, thinks and stores in his mind everything that will be of use to him at some future date.

THE REUNION.

"Well, well, I declare! I certainly am glad to see you again. What's what with you anyhow?" and the two friends shook hands.

"Laidlaw? Dead. Yes, burning the candle at both ends. Worked night and day, and when he had a free night, instead of getting into his slippers and a book, his wife had him flying out to some social affair or other. You remember, she hung on to the ragged edge of the society bunch."

"Oh! Cooper. Yes, he certainly has done well. Deserves it, though. Worked hard when we were boys, you may remember, because he said that he would rather do his playing when he got old and couldn't work. Lots of work in him yet, though; but he's in a position to do as he likes, so he's out at the ball game every day, has his car, and follows his bent.

"No, I've lost track of Landry. He was the whole thing in this town for a while. Fell into a nice little estate. Some of his friends advised him to cut out his old habits and settle down. But he said that he could take a drink or leave it alone, so the last I heard of him he was in Cooper's warehouse. Bill gave him a job as porter more for old time's sake than any other reason, I guess.

"Going? Well, come up to the house some time and we'll have another chin-chin. So long, old man."

TRUTH.

What is there about the truth that makes it so valuable an ally to the salesman?

Notice the manner of the man who is boosting an article that he knows to be of poor quality. He may be of plausible speech, but it does not ring time; he may talk like an auctioneer as long as he is allowed to follow his own train of thought. But ask him a practical question that nails the weak spot in his goods and watch him turn tail.

Compare with him the talk of the man who knows he has an article so good that the truth cannot hurt it. Watch him meet argument with argument and criticism with the relentless logic of knowledge and conviction.

It must be that the perfect lawnmower, stove or broom arouses our latent enthusiasm for the best in anything. It is the same enthusiasm that enjoys and advocates to our friends the best in literature, art or motors—the resistless insistence for efficiency.

THE AVERAGE MAN.

It is only occasionally that great results are accomplished by accident or by the inspiration of genius. Most of us commonplace fellows must have the intention to do a great deal, in order that we may accomplish the little.

At the worst, the man who has such sincere intention for self improvement, good work or what not, has at least the lode star of a plan to guide his footsteps so that he will not go floundering down the crooked path of self-indulgence and incompetence, but rather cling steadfastly to his standards and pursue the even tenor of his way.

Fame may never come to him, but the consciousness of duty well done or at least honestly attempted, will always be his as one of that varst army of "average men" who make the wheels of the world go round.

REMARKS OF THE JUNIOR CLERK.

Revenge is sweet only to the very small individual.

* * *

Most people are willing to do their duty as they see it.

* * *

Most men would rather get the short end of an argument than keep quiet.

* * *

Some men would die young if they were compelled to work for a living.

* * *

WUFF!!

He took a lock apart, did Ben,
And thought he was in clover;
But when he put them back again
He had ten parts left over.

Current News

Association Meeting.

The Canada Paint, Oil and Varnish Association, more familiarly known as the lead grinders, met in Toronto yesterday for the discussion of the various matters connected with the trade.

Half Holiday.

Tweed, Ont.—Merchants here in common with most Ontario towns are shutting up shop for a weekly half holiday throughout July and August. Wednesday afternoon is the weekly date here.

Applications for Letters Patent.

Notice has been given of application for a grant of letters patent incorporating the Burtt Hardware Co., Ltd., head office, Woodstock, N.B., capitalized at $20,000. Names of applicants: H. E. Burtt, Woodstock. N.B.; D. Stewart, Antigonish, N.S.; F. B. Armour, Rock Island, Que.; M. B. Armour, Rock Island, Que.; M. Stewart, Antigonish, N.S.

Painters and Decorators Meet.

The Painters' and Decorators' Association will convene on the 13th at Belleville for their eleventh annual convention, for a four-day session discussing paint matters. There will be papers read on Sub-Contracting, Value of Casein Paints, Accidents, Relation of Manufacturers to Master Painters, etc. A baseball match between the supply men and the painters will vie with the ladies nail driving contest as among the sporting events of chief interest. A reception will be given in the Belleville armories on the afternoon of the 14th.

G. W. Bambridge Married.

The wedding took place in Montreal, on June 27, of Gordon Wilfred Bambridge, son of the late William Bambridge, of Oshawa, Ont., to Miss Wilhelmina Hazel, daughter of Mr. and Mrs. James Dougherty. The ceremony was performed by Rev. Milton Campbell. Mr. Bambridge is well known in the hardware trade, having been employed with Lewis Bros., Ltd., for the past ten years. He worked through the different departments of the business into the sales department, and when their oldest representative, H. H. Clark, passed away in December last, Mr. Bambridge was appointed to take his place as traveling salesman in the Eastern Townships. Mr. Bambridge will have the best wishes of a host of friends.

Changes in Lewis Bros.' Staff.

J. C. Watson, who has represented Lewis Bros., Limited, Montreal, for many years in the Province of Nova Scotia and Prince Edward Island, is leaving their employ to go into the fox industry. Two new representatives have been appointed in his place: George J. Moran, 12 Spring Park Road, Charlottetown, to look after the P. E. Island territory, and G. S. Whiston, 59 East Young Street, Halifax, to have charge of the Nova Scotia territory. Both of these gentlemen are starting out immediately and speak enthusiastically about trade prospects in the Lower Provinces.



JOSEPH H. HAM, M.P.P.

Recently elected to the Ontario Legislature. Mr. Ham is vice-president and assistant manager of the Ham & Nott Co., Brantford, Ont., and is well known to the hardware trade in the larger cities from Windsor to Quebec City, in which territory Mr. Ham travels for the firm several months during the year.

Sales Office Transferred.

The Standard Ideal Co., Ltd., Port Hope, have transferred their main sales office from Port Hope to their Toronto showroom, 119 King St. E., opposite St. James Cathedral and request that in future all sales inquiries and sales correspondence be addressed to the Toronto office.

Fire Losses.

Niagara Falls, Ont.—The Good Mfg. Co., makers of brass goods, have suffered a fire loss.

Carbon, Sask.—C. E. Burnett hardware suffered loss by fire.

Medicine Hat, Alta.—G. E. Trider, hardware and grocer, suffered loss by fire.

Personals.

G. M. Edwards, Montreal manager for Brandram & Henderson, was a business visitor in Toronto this week.

J. E. Walker, of the Cochrane Hardware Co., North Bay, Ont., was in Montreal this week on a visit to his brother.

Glencoe, Ont.—Mitchell & Hagerty have moved their store to more commodious premises opposite the McKellar house.

H. Clucas, of the Toronto branch, Canada Paint, and R. B. H. Cotton of the Brandram Henderson Company, are among those who will attend the Painters' and Decorators' Convention in Belleville on the 13th, the former to read a paper on "The Value of Casein Paints," the latter to catch on the supply men's ball team.

F. C. Barber, of P. & F. Corbin, New Britain, Conn.; Scott C. Ball, of Sargent & Co., New Haven, Conn.; A. G. Bowman, of Russell & Erwin Mfg. Co., New Britain, Conn., and Charles Ern, of W. & G. Vogel, Vohwinkel, Germany, were calling on the trade in Montreal this week.

WESTERN NOTES.

Personals

Edmonton, Alta.—MacLaren & Son have succeeded the Alex. Martin Sporting Goods Co., Ltd.

Melville, Sask.—The E. Smith Hardware and Electric Co. have succeeded E. & G. Smith, hardware merchants.

Regina, Sask.—A. W. Murdison, window trimmer for R. H. Williams & Sons, Ltd., has won the Hatpoint Company's prize for the best trim of their goods in Canada or the United States during their May contest.



WHY a certain Ontario hardwareman who says he has been in business over forty years, and knows all there is to know about hardware, and furthermore, can't be taught anything about the business has a worse looking store now than he had twenty-five years ago?

* * *

Why a hardware merchant at or near Sudbury is advertising a spring paint sale in July?

* * *

Why a clerk in a certain hardware store in Toronto kicks about his employer being a tight-wad and a back number and still sticks to the job?

* * *

Why two hardwaremen in an Ontario town of 4,000 population pass each other in fear and trembling, for fear of one or the other saying "Good morning?"

* * *

Why a hardware merchant in a Western Ontario city of about 16,000 population is kicking because a drygoods firm is selling a large number of curtain stretchers as a result of window displays and newspaper advertising, while the hardware merchant allows the three sets he has for sale to remain folded up in a back warehouse where prospective customers could never find them?

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of July 14, 1894:—

"McLennan and McFeely's hardware at Vancouver was burglarized a few days ago and goods to the value of $200 taken."

Editor's Note.—McLennan, McFeely & Co. are still in business in Vancouver and have grown considerably during the past twenty years.

* * *

"T. B. Williamson, with M. & L. Samuel, Benjamin & Co., participated in the 100 mile century bicycle run Saturday last."

Editor's Note.—"Tom," as he is familiarly known is now buyer for H. S. Howland, Sons & Co., Toronto, and is vice-president of the Wholesale Hardware Association. In addition to being a bicycle rider of note, he was a vigorous football player in the "nineties."

* * *

"H. H. Otton, of H. H. Otton & Sons, Barrie, was a visitor in Toronto during the week."

Editor's Note.—H. H. Otton is still a member of the firm of H. H. Otton & Son, Barrie. The firm recently moved into a new store which is much larger than the one which they previously occupied.



THOMAS MARSHALL, M.P.P.

Recently elected to the Ontario Legislature as member for West Lincoln. Mr. Marshall is a member of the hardware firm of Congdon & Marshall, Dunnville, Ont.

DEMONSTRATE VACUUM CLEANERS IN A WINDOW.

(Continued from page 41.)

various makes of machine supply booklets describing the various uses to which they can be put. These booklets furnish splendid selling points for the wide-awake salesman.

The invention of the vacuum cleaner is the result of a world-wide demand for a method by which the homes, churches, schools, business houses and other institutions can be made wholly free from the dangers and discomforts of dust and dirt.

The ordinary methods of cleaning with broom and sweeper fail to give you the freedom from dust and dirt and the security from disease germs that modern civilization demands.

Real cleanliness cannot be obtained by merely removing the visible dirt. Most of the work, worry and disease is caused by light, impalpable dust, which floats in the air and accumulates on, under and behind the furnishings.

The only solution of the problem is a XXX vacuum cleaner. You will buy a XXX to insure the perfect cleanliness of your furnishings just as you have a bath-tub to main personal cleanliness.



Winding Stairs.

W. Bourque, Sherbrooke E., Que.—Kindly give us names of firms making winding steel stairs.

The following firms can supply steel stairs: John Watson & Sons, 167 Wellington street, Montreal; Montreal Architectural Iron Works, Montreal; Dominion Architectural Iron Works, 63-65 Dalhousie street, Montreal; Canadian Architectural Iron Works, 498 Avenue de Chateaubriand, Montreal.—Ed.

* * *

Felt.

A. J. Reach Company, Brantford.—Will you kindly refer us to manufacturers of felt in Canada?

Paterson Mfg. Co., Montreal and Toronto.—Ed.

Howard Furnaces.

A. C. Helwig, Hanover.—Kindly let me know where Howard Furnace is manufactured.

C. Norsworthy Co., St. Thomas.—Ed.

* * *

Fruit Baskets.

C. A. Phillips, Bristol, N.B.—Will you please advise where I can buy steel radiators for steam and hot water heating; also 6 and 11-qt. fruit baskets?

Pressed Steel Radiator Co., represented in Canada by the Waldon Co., Lumsden Building, Toronto; Clare Bros., Preston. Fruit baskets can be secured from the Forest Basket Co., Ltd., Forest, Ont.—Ed.

* * *

Boat Patterns.

Kindly advise where we can secure patterns for row boats.

Robertson Bros., Hamilton; Brooks Co., Saginaw, Mich.—Ed.

Regina, Sask.—An agreement between the city and the Western Broom Company has been drawn up, and has been recommended for acceptance by the finance committee, and if it passes that board, will mean the construction of a factory with an output of 12,000 brooms per month.

New Hardware Goods

Offered Canadian Hardwaremen

ROTARY INSECT RIDDER.

The Cleveland Galvanizing Co., Cleveland, Ohio, is offering the Canadian trade the "Rotary Insect Ridder." The ridder is said to be a simple, automatic, scientific device which, attached to any garden hose, will in the course of a season effectually rid any lawn of ants, angle worms, bugs, insects, or larvae of all kinds which infest the ground and destroy the plant life.

The device consists of an outer shell casting, hot galvanized and rust proof, fitted with a brass center post over which is placed a finely perforated brass box and cover, called the container.

The container in turn holds a cake or tablet of a special insecticide called "ridants," made up in a solid form of a consistency about that of soap. This container revolves rapidly in use on the center spindle, causing tablet to dissolve uniformly and in the proper proportion to accomplish desired results.

The whole device is closed water tight by a carefully fitted cover casting.

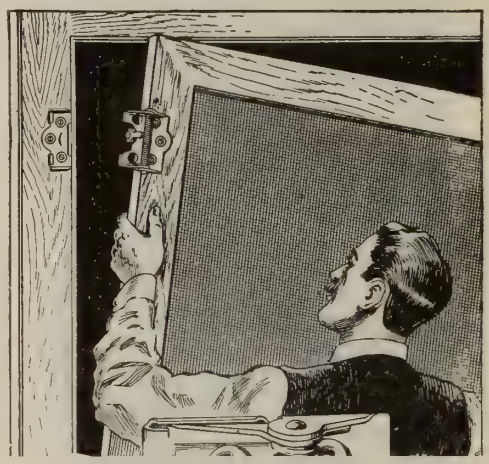
A brass coupling nut is provided at inlet to enable it to be easily attached to any hydrant, sill cock or water connection, and likewise any garden hose can be attached at the outlet.



Rotary Insect Ridder.

When once attached this is all the attention it needs until the tablet of "ridants" is exhausted, when a fresh tablet can be inserted in a minute's time, without removing the "ridder."

The action of the water passing through the "ridder" causes the container which holds the tablet of "ridants" to revolve rapidly, slowly dissolving the tablet, the solution passing out through the hose and by means of any ordinary nozzle or lawn sprayer, effectively distributed over the lawn, trees, garden, etc.



The Jiffy Hinge.

THE JIFFY HINGE.

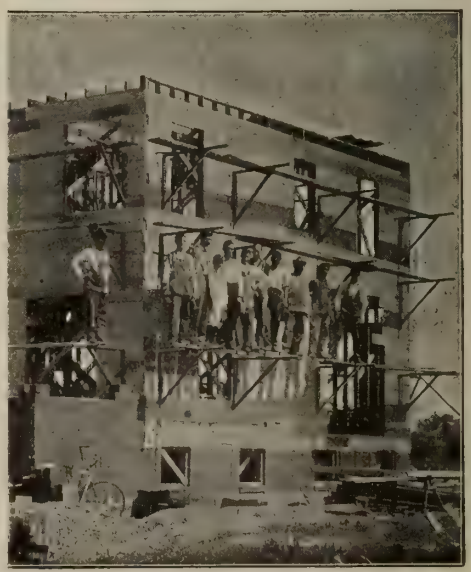
The Jiffy Detachable Screen Door Hinge, of which an illustration is shown herewith, is being offered the Canadian trade by Saunders & Wainwright, of 204 St. Nicholas Building, Montreal. It is manufactured by the Rock City Mfg. Co., of Wabash, Ind. In a booklet describing this hinge, some of the troubles and annoyances of putting up and taking down screen doors every year are cited. It is claimed that this hinge is not large or unsightly and there are no objectionable parts attached to the house. The manufacturers in offering the Jiffy detachable hinge, say they have a hinge that meets all the requirements. Once it is fastened to the house and the door there is absolutely no further need for tools. Simply raise the little lever to a right angle with the door casing and the door is lifted away, leaving a practically smooth plate on the house. To replace the door the little lever is raised to a right angle with the door, the door placed in position and the lever pressed down out of the way. A woman or a 12-year-old child can hang a door in a moment or two.

The Jiffy detachable hinge is neat in construction and exceedingly strong, being made of pressed steel throughout All the working parts are contained in the portion attaching to the door, so there is nothing left on the house to rust or corrode.

FOLDING BUILDERS' BRACKETS.

Richards-Wilcox Canadian Co., Ltd., London, Ont., are now making the No. 231 Richards-Wilcox steel folding builders' bracket here illustrated. The brackets are said to be strong, convenient and durable, and can be folded compactly.

The brackets are provided with hooks and tail screws for fastening in studding, assuring positive safety. Sway brace prevents swinging motion of bracket when in use. The backets are convenient for handling and require small storage space. They are made in two sizes, No. 1, which is three feet long, and No. 2, which is four feet long.



R.-W. Builders' Brackets.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Reports from hardware jobbers during the last week have been very encouraging, and July business so far has been very satisfactory. Retailers are still ordering in small lots and only as the goods are needed, but orders are numerous. June's business, while not a record-breaker, was fair, the majority of jobbers report the month was satisfactory. The metal markets are still very weak, and orders are of a hand-to-mouth character. Price-shading is still evident, and the market is unsettled. Toronto reports advance in the price of tin this week. A change is expected shortly in the price of iron pipe. It is said that butt-weld will probably show a slight decline, while lap-weld will show a slight advance. Stove manufacturers find trade quiet, although there is a fair demand for furnaces. Paint manufacturers and jobbers find trade very fair. Toronto reports indicate a big drop in linseed oil prices this week, due to excessive price-shading. The demand for oil is light. Gasoline has declined at Toronto. Gasoline and benzine have declined at Montreal. Jobbers report a movement in guns and ammunition for the fall trade. These lines are sold on September dating. A number of travelers are now on their vacations. Reports from the West regarding crop prospects have been much brighter during the past few days.

MONTREAL.

MONTREAL, July 9.—Business continues to show a slight improvement. Most of the jobbers report that they are busy, partly on account of good orders and partly due to the fact that the vacation season leaves them short-handed. The demand keeps up for all kinds of summer goods, such as hammocks, garden hose, ice cream freezers, etc. There is also a good business in such lines as fruit presses, apple parers and harvest tools. Travelers are likewise beginning to send in orders for guns and ammunition, and some orders have been taken for meat-choppers and lanterns for forward delivery.

Metals.

The metal markets are still quiet and weak. There is not a very heavy demand and prices generally are not likely to improve until orders are booked more freely. Copper was marked down 50 cents this week, but otherwise the quotations are unchanged from last week. They are as follows: Tin, 37½c; sheet zinc, $6.75 in casks and $7 in small lots; lead, $5.10; antimony, $8.50; spelter, $6, and copper, $15.50. Ingot brass, red, is 14c lb.; ingot brass, yellow, 13c lb.; wire solder, 23½c; half-and-half, 22½c, and wiping solder, 22c.

Lead and Lead Waste Pipe.

The market for lead products is firm, while the demand locally has been only fair. Quotations for lead pipe are 7½ cents, and for lead waste pipe 9 cents, with discounts of 7½ per cent.

Bar Iron.

There is little demand for bar iron at the present time and the market is unchanged with quotations at $2.05 base, Montreal.

Screws and Nails.

There has been no further change in screws since last week's advance but the market is firm at the discounts listed in the current quotations. Nails are quoted at $2.25 base, for wire nails, and $2.50 base, for cut nails, Montreal. Discounts on rivets and burrs are the same as have been quoted in the current market list.

Rope, Twine, Etc.

There is a steady sale for cordage lines, and especially at this time for binder twine. There has been no change in quotations, which are as follows: Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are: Best Manila, 650 feet to pound, 13½c; Manila, 609 ft., 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Wrought Iron Pipe.

A revision in the quotations of wrought iron pipe may be expected at any time now. The prices on buttwelded will probably show a slight decline, while lapweld quotations will be advanced. Orders have been fairly good of late.

Stoves and Ranges.

Business in stoves has not shown much change as yet. Quietness still characterizes the situation, but an improvement is looked for early in the fall when people commence to come back to the city from their country homes. Judging from the large number of new residential properties going up there should be a big demand for stoves and furnaces to equip them. Oil stoves and gas stoves have been selling well during the summer months.

TORONTO.

TORONTO, July 9.—Business in general remains about the same as last week; some isolated sections stand out from the rest in increased activity, but, on the whole, the trade is entering upon its usual midsummer quietness.

Of the week's few price changes, the outstanding one is the sudden rise in tin on a previously weak market. Paints still show the greatest activity of any one line. The number of unemployed factory help in the Toronto-Hamilton district has increased.

Owing to keen competition and the fact that orders in some lines are hard to get, there has been considerable price-shading on many lines.

Some jobbers here are carrying rather light stocks, but that condition is far from typical of all, as others are well stocked, and are profiting by the shortages of others.

Metals.

Metals have gained in prominence during the past week by a very unexpected activity in tin. The market, heretofore very weak, is now very firm. It has climbed from 33½c to 34½c, and in the course of one day shot up from £140 to £148. The present condition is puzzling

to the best informed, so that nothing authentic can be stated about underlying causes nor future results of the change.

Ingot copper, on the other hand, dropped from 15c to 14½c, but is firm at that. Other prices are unchanged. Pig iron is quiet, owing to low stocks and curtailment of production on part of some implement manufacturers. Lead is quiet at $5.15. Zinc is steady at 5½c.

Other prices are as follows: Antimony, 8¾c to 9c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 23c lb.; pattern aluminum, 22c to 24c; ingot aluminum, 18½c to 19½c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 21¾c lb.; wire solder, 26c lb.; tinkers' bar solder, 27c lb.; lead wool, 8c lb.

Nails, Wire, Screws and Rivets.

Nails can only be described as stagnant, and still remain at $2.25 base for wire, and $2.70 base for cut. No decision has yet been given out regarding United States freight rates, but even though it turns out to be as favorable as expected, the matter of British and European importations will tend to keep American and, consequently, Canadian prices down. There is considerable price-cutting in the States in all steel products, and wire suffers with the rest. Wire is quoted there at $1.45 base, but can readily be bought at $1.35. General slackness and the presence of the holiday season are the chief causes.

Screws remain the same after their rise of last week. Flat head, bright, are now quoted at 85, 10, 7½, 10 and 5 per cent.; round head, bright, at 80, 10, 7½, 10 and 5 per cent. Iron rivets, blocked and tinned, remain at 75 per cent., and iron burrs the same. Copper rivets, usual proportion, 35 and 12½ per cent.; burrs, 30 and 12½ per cent.

Rope, Twine, etc.

Cordage is still in fair demand. Hayfork, rope and other seasonal goods are the leaders. No changes have resulted here as a result of the late drop in raw jute. Pure Manila is 15c base; British, 11c; African hemp, 11c; and sisal, 10½c.

Tents and Duck

Duck remains as per current quotations, with some shading of those prices as a result of overstocks. The line is healthy, however, embracing as it does so many of camp, boat and other summer supplies. Tents are a leader in demand.

Stoves.

As predicted last week, the late warm weather has boosted the sale of summer stoves. However, sales in this line are getting down to a normal basis, and no great activity will be due for some time to come, as July usually sees oil and gas stove purchases mostly out of the way.

. Refrigerators and Summer Goods.

Refrigerators are now very quiet, sorting orders being the only ones received. Other summer goods have settled down after the first rush, although campers' supplies are still in fair demand.

Cement, Brass Goods, etc.

There are no new developments in these lines. Cement is still $1.85 and firebrick at current market quotations, as are also all varieties of iron pipe, brass, etc.

Fall Goods.

Fall orders are showing up in some lines. Guns and ammunition have been going out for some time on September dating. There is no great activity yet in other fall lines.

LONDON.

BUSINESS in London, Ontario, is holding up well, and compares favorably with the corresponding period of last year. This looks good for London and surrounding districts when so many districts are feeling the almost general dullness. Twine and rope are still the leading sellers.

Decline in Linseed Oil.

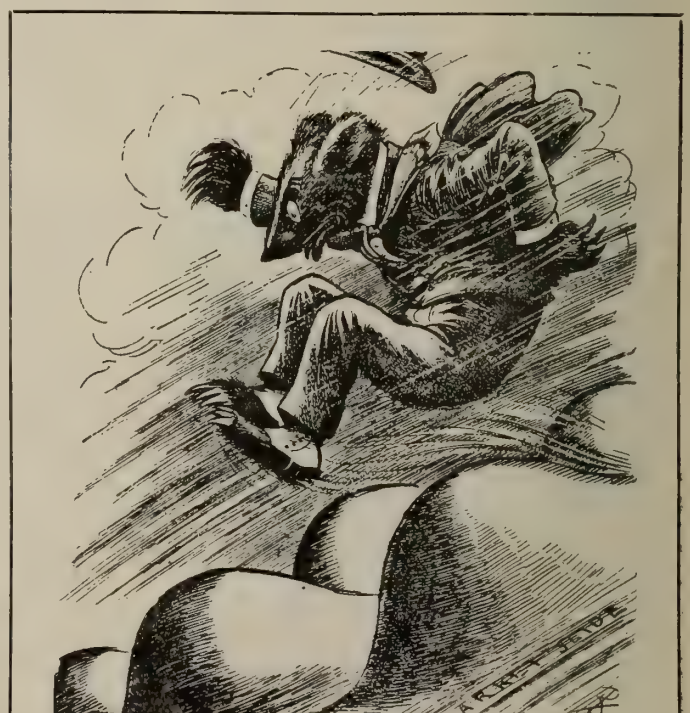
Linseed oil has declined in price and the following quotations are now in effect:

Raw Oil—

1 to 2 barrels	60c per gal.
3 to 5 barrels	59c per gal.
6 to 9 barrels	58c per gal.
Less than barrels	65c per gal.



Shaking the dust out of him.



A realistic event many market interests hope to witness soon.

Boiled Oil—

1 to 2 barrels .....63c per gal.
3 to 5 barrels .....62c per gal.
6 to 9 barrels .....61c per gal.
Less than barrel .....67c per gal.

No change has taken place in turpentine quotations which are as follows:

1 to 2 barrels .....70c per Imp. gal.
2 to 4 barrels .....69c per Imp. gal.
5 pal. lots .....77c per Imp. gal.

Nails, Screws, Etc.

Wire nails are only in fair demand and are quoted $2.25 base for wire nails and $2.70 base for cut nails. Wood screws remain unchanged from last week and are quoted as follows:—

Screws—

Flat head, iron, 85, 10, 7½, 10, 5 per cent.

Round head, iron, 80,10, 7½, 10, 5 per cent.

Flat head, brass, 75, 10, 7½, 10 per cent.

Round head, brass, 70, 10, 7½, 10 per cent.

Building Materials.

The demand for building materials, particularly for the smaller class of buildings, is fair. Red mortar stain in 400-lb. barrels is quoted at 1⅛c per pound, while black mortar stain in 250-lb. barrels is quoted at 2 cents per pound. Solid sash weights are quoted at $1.50 per 100 lb.; ½-lb. sections at $2.25 per 100 lb., and 1-lb. sections at $2 per 100 lb.

Wrenches.

The following prices are now quoted on Stillson wrenches:—

6-in.	$ 7.25 doz.
8-in.	7.25 doz.
10-in.	8.25 doz.
14-in.	11.00 doz.
18-in.	14.75 doz.
24-in.	22.00 doz.

WINNIPEG.

THE tendency of merchants to order in small lots continues, yet various supply houses have now got their figures in shape for June, and almost without exception it is reported that this month was satisfactory, though not a record breaker. For July, too, indications are that a good month's business will be done. One firm, which has sixteen travelers on the road at the moment, received a budget of orders from fourteen of them by Monday morning's mail.

Crop conditions are, on the whole, better than a week ago. A traveler for one firm, who is quite a specialist on the crop, showed considerable doubt last week when writing about the Lethbridge district. It was then a question if the crop, which has been quite badly burned, could be saved. On July 4th this man wrote in a different strain, though from the same district. "Pleased to report another fine rain this evening," he wrote, "and they are getting it all the way to Calgary. It is still raining hard. The crops are all doing fine in the last week."

Looks Like "Some Crop."

Northern Saskatchewan and center Saskatchewan were visited by a traveler from whose report the following sentences are taken:

"Took daylight ride from Saskatoon to Regina to see crop condition, and if seeing is believing, that section has some crop. Am informed the most of the marquis wheat is now in head."

Manitoba conditions are also favorable, though a few dry districts are suffering. The intense heat of the last few days seems to have benefited the crops, followed as it has been in the majority of localities by good rains.

Slight Drop in Pipe Prices.

No great price changes are noted this week. We quote patent pipe at $9.05 per 100 feet for 6-in., and $9.75 per 100 feet for 7-in. This is a little lower than recent quotations.

Barbed wire came in at Fort William during the week, as was expected, and a great many orders were filled. More orders for barbed and for other styles of fencing were received, however, and the whoelsalers are not yet quite up with these. It becomes more than ever apparent that the demand for fencing this year has been surprisingly large. One wholesale house, whose statements are always exceedingly conservative, declares they have shipped from 70 to 100 per cent. more fencing this year than up to the same date in 1912.

Orders Should Be Sent Now.

Builders' hardware is quiet at present, but for harvest tools and threshing supplies there is a very steady demand. This demand is likely to be very much heavier before the end of the month, and to be sure of quick delivery, dealers would be well advised to get their orders in early.

The nail situation remains as last week. Correspondence is still going on between local wholesalers and manufacturers, but no definite result has been arrived at, whereby the unfair competition of the mail order houses will be prevented.

Ammunition Moving.

The summer business in sporting goods is practically over as far as wholesalers are concerned. Ammunition, however, is commencing to move quite largely, and substantial orders for shotguns are coming in. The time is approaching when dealers will be anxious to have stock to meet the demand which comes with the approach of the chicken season.

No further changes in price in paint lines. The 15c advance on white lead struck last week, will not be followed by any further movement for some time.

Stoves are still quiet. It is hardly expected that there will be a big movement here until the end of the month. Then, however, orders should come in rapidly, as stocks are all remarkably low. Furnaces save been selling very satisfactorily from all reports.

A chain is no longer than its weakest link and neither is a clerk as a salesman any better than his weakest argument.



The above illustration is a reproduction from a snapshot taken on the shores of the old Chedabucto and shows a progressive young canoeist who was discovered plying his quaint canoe on Guysboro Harbor. The picture was forwarded to Brandram-Henderson, Ltd., by B. and G. Yost, of Guysboro, N.S.

Out of the Mouths of Babes and Sucklings

Reporter's Adventures Seeking for Helpful Hints on Paint Selling — Bulk of Merchants Refused Price-Cutting Tactics — Sharp Contrast Between Embryo and Official Salesman

Written for Hardware and Metal by Frank Thayer.

THE thing was becoming monotonous. Here I was; sent out to get an instructive and scintillatingly brilliant story on paints and how to sell them; how to approach the customer courteously but firmly, look him over carefully and appraisingly and then—reach out and gather him in—and nothing doing. Tough luck.

I thought of what the editor had told me as he had sent me out on the pitiless assignment, of the cold glitter of his eyeglasses as he spoke about putting a little instructive snap into what must be an authentic story for Hardware and Metal readers—and then I thought of the coming winter only six months away and the hardness of the benches and the virginal pureness of the cold over at Queen's Park.

Why were all the hardware and paint men so confoundedly honest in their statements and so alert on their jobs that a poor muckraker must lose his job for lack of muck to wallow in?

"Figuring on a little job of painting? Want a little dope on lead and oils so I can figure out the cost?" My stock introductory question had become a joke.

The stores had been uniformly of fairly good grade, and the business-like replies and attentiveness had taken on the quintessence of the commonplace.

There wasn't even any price-cutting!

Those dealers stuck by their guns and their confounded paint like a lot of leeches guarding their virtue.

Only once did I come up blinking from my sea of apathy when I struck a winsome be-cigaretted youth who promised fair copy. True, he did nonchalantly knock some ashes off with a flip of delicate finger on the already littered showcase, but he seemed to have a fair working knowledge of paints in spite of that. He was so darned good looking and seemed to know it so well; he was so well pleased with himself, that he scarcely knew which way to look; that my heart leapt out to him as to its mate and I clung to the thought of the good copy he would make, as a drowning man clutches at a straw. But nothing doing.

He wouldn't even join in the imbecile conversation of a couple of loafer friends, and an unkind fate refused to send his girl into the store, or send anything, or do anything to make him inattentive to my wants.

So I took another think. And this time I thought of the bread line and of that other line that spreads out every afternoon in front of the Telegram office waiting for the first edition of the "Help Wanted," and then I thought of home and of all those hungry little mouths—six of them, just like little robins, all gaping mouths and cavernous intestines—six of them, six little gaping, cavernous intestines; into which a loaf of bread—or six of them, would disappear without leaving a ripple on their sea of discontent. Fine proposition!

There and then, I made high resolve that if my health was spared and I be not cut off in the flower of my youth that a paint story I should have, even though I had to heave a brick through the front of the best paint window in this, our fair city. But blood, or paint, I should have, yea, even to one page of Hardware and Metal full.

And then, it happened. I took up another hole in my belt, metaphorically speaking, and with the energy that is born of despair, I walked, or rather crawled into the store that was the last bead on my rosary, ere I should be haled before his Honor in the morning.

An ordinary-looking boy of fifteen or thereabouts came bouncing in. "What can I do for you, sir?"

"Smart, anyhow," I thought.

I told him and added that in consideration of my ignorance, helpful friends had advised me to buy my own lead and oil instead of any ready-mix, and so save my hard-earned money.

"Pardon me, sir, but I think you would do better to buy some of our mixed paints."

He stood up there at attention like a little soldier, so that I felt ashamed of my deception.

"How's that?" I queried.

"Pardon me, what is your name, sir?" I told him.

"Well, Mr. Thayer, because, in the first place the inexperienced mixer is unlikely to get a good mix. On the other hand, our paint is mixed by machinery that can't go wrong, and is mixed in a way that is the result of forty years' hard-earned paint experience."

That kid talked like a dictionary, with never a slip.

"You see," he added, as I failed to reply, "the difference between an expert's mix and a beginner's, lies in the fact that the former will cover just about a fifty per cent. larger area."

Seeing that I was half convinced but still undecided, he began to get busy on the sales-clinching business and came at me with some more of his Dutch uncle stuff.

"And the most important reason of all, sir, is that we carry the very best paint on the market."

"What's the price?"

"Sixty-five cents a quart, Mr. Thayer. But let me see," he added hastily, as he tumbled to the fact that he had overlooked a bet—"How much do you wish, sir?"

The kid began to wind up now for one over the home plate.

"Five gallons? Two forty a gallon, Mr. Thayer."

"Can't you beat that for five gallons?" I asked aggrievedly.

"Excuse me a moment, please, I have no authority to do such things."

"Certainly."

He disappeared into the cellar to reappear a minute later with a man whom I judged to be one of the regular salesmen—save the mark.

"Mr. Thayer, this is Mr. ——."

"Whatcher want?" asked Mr. ——.

I repeated my query as to a lower price in view of the quantity ordered.

"Uh-huh." He stroked an unshayen face as he looked me over.

"Uh-huh. Sure. Make it two thirty-five to you," with emphasis on the "you." Coarse work.

"Well, see here," I said, still after my pound of flesh, "I'm told that So and So's paint is away better than yours."

"Huh, that's just 'cause they advertise an' make you pay for it. Don't ketch us advertising nor sellin' advertised goods, 'cause they just slip it on the price an' make you suckers pay for it."

"Well, can I get some lead and oil here," I said, beginning to back up again.

"Surest thing you know, bo."

"How do I go about it to mix it?"

"Well now, let's see." He meditated, in sharp contrast to the accurate and machine-like rapidity with which the boy had volunteered all necessary information without waiting for any leads from me.

(Continued on page 62.)

"CHALCO"

A PAINT AND VARNISH REMOVER THAT'S 20% MORE EFFICIENT THAN OTHERS YET COSTS NO MORE

To Retailers, Jobbers and Manufacturers:

We are now able to offer in "Chalco" a Paint and Varnish Remover of unusual merit.

It's 20% more efficient than others.

TRADE CHALCO MARK

The Paint and Varnish Remover

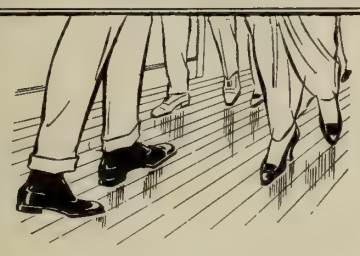
"We pay no royalties to put on your bill."

Write for Proposition

"Chalco" is positively different and positively superior—it leaves the surface better for refinishing than any other product we've tested.

It does not injure the hands.

MANUFACTURED IN CANADA BY MARTIN-SENOUR CO., LIMITED
IN THE UNITED STATES BY THE H. B. CHALMERS CO., SCHENECTADY, N.Y.



The Tramp of Many Feet

BERRY BROTHERS' CELEBRATED TRADE MARK BRILLIANT DURABLE UNEXCELLED VARNISHES



The Hoofs of the Hobby Horse

The Varnish You Sell Should Stand These Tests

Varnish that resists the hard wear and tear of constant use is the kind of varnish that makes satisfied customers. Liquid Granite and other Berry Brothers' Varnishes have given over half a century's satisfaction to users. Their rich tone and wonderful wear-resisting qualities have demonstrated their superiority in the most pretentious homes, the largest skyscrapers and the finest public buildings throughout the country.

Liquid Granite

On floors finished with Liquid Granite, children may play to their heart's content, heavy furniture may be moved from one room to the other, an army of feet may tramp every day without marring the tough, elastic surface. Liquid Granite floors are easily kept clean, scrubbing with soap and water does not affect them.

If you do not sell Berry Bros.' products, investigate our plan of co-operation with progressive dealers.

Established 1858
Walkerville, Ont.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Branches in principal cities of the world.

Weekly Paint Markets

MONTREAL.

MONTREAL, July 9.—Business in paint lines continues very good and dealers say they have nothing to complain of. Markets are all firm and another upward bound to prices would not come as a surprise. There have been no actual changes this week to date.

Paris Green.

Paris green has been very quiet all season but this week, due doubtless to the advent of warmer weather, which is bringing out the bugs, there has been quite a flood of orders. This is welcomed by the dealers, who all have large stocks, much of it carried over from last year. Reports received from travelers indicate that while in some sections of the country the bugs are thick, in other parts they are almost unknown.

White Lead.

White lead is firm at the advance which was announced last week and in some quarters another increase is looked for in the very near future. Present quotations are: $8.20 for ton lots and $8.40 for less than ton lots.

Turpentine.

The market for turpentine is still very firm and there has been a fair demand locally and for country trade. Prices quoted are:

1 barrel .....67c per gal.
5 barrels .....66c per gal.

Five-gallon packages, 5 cents advance; packages extra; terms net.

Linseed Oil.

The market for oil continues firm with a fair demand. Reports have been received here that prices have been cut to some extent in the West, but there seems no justification for such a course and dealers here are holding to the prices formerly quoted, which are as follows:

1 to 4 barrels .....61c per gal.
5 to 9 barrels .....60c per gal.
Boiled Linseed—
1 to 4 barrels .....64c per gal.
5 to 9 barrels .....63c per gal.

Gasoline and Benzine.

There has been a fair demand for gasoline and benzine and lubricating oils have been selling exceptionally well. There was a half cent decline in gasoline and a reduction of one cent a gallon in the price of benzine since last report. Quotations now are:

Barrels, in wood .....20½c gal.
In steel and drums ....17½c per gal.
Tank wagon (100 gals.) ....16½c gal.

Benzine is quoted at 19c per gallon in single barrels.

Glass and Putty.

Sales of glass and putty have been very light lately, but it is expected there will be a revival soon when building work now under way is farther advanced. Prices are unchanged from the list in the current market report.

TORONTO.

TORONTO, July 9.—The continued warm weather has had a good effect on the paint trade, and the demand continues very brisk for this season of the year. The main feature of the market this week was the drop of 3 cents per gallon in linseed oil. Other lines, with the exception of gasoline, remain firm.

Turpentine.

Turpentine is still very firm, and has advanced steadily in the South, and went up ¼c again on Wednesday, but remains the same here up to date. The quantity on hand in the South is still much smaller than a year ago. The present reserve is 17,000 bbls., as against 28,000 in 1913, 32,000 in 1912, and 24,000 in 1911. Prices are: Single barrel, 70c; two to four barrels, 69c.

Decline in Linseed Oil.

The local oil trade has been considerably upset of late, and price-cutting has been quite evident, the result being a drop of 3 cents per gallon on raw and boiled linseed oil. It is said that the decline is of a temporary nature, and that prices will go back to the old level shortly.

Ruling quotations are now as follows:

	Raw.	Boiled.
Single barrels	60	63
3 to 5 „	59	62
6 to 9 „	58	61

Gasoline and Benzine.

Gasoline has dropped again another half cent to 19c even, making it the same as benzine. Demand is just fair in these lines, and nothing further of importance to them has transpired in the last week.

Paints.

Demand in paints is better than during the preceding week. Prices are unchanged, and are as per current quotations. The rise in lead has not affected demand up to date.

Glass and Putty.

Glass is still quiet and unchanged at 20 and 25 per cent. off, as per current quotations. Heavy stocks are on hand here and in United States, but it is expected that the fall trade will clean them up.

White Lead, Paris Green, etc

Lead is very firm after its recent 15c raise, and dealers appear to think that no further raise is due for some time now. The Lead Grinders' Association meets here to-morrow. It is not known what the result of the meeting will be.

Paris green is still a poor seller at the old price of 11¼c, 17½c and 19c per 100 lb. drum, according to brand.

OUT OF THE MOUTH OF BABES AND SUCKLINGS.

(Continued from page 60.)

"Danged if I know," he confessed. And then, as he began to rummage around a rat's nest that he probably called his office, "wonder where the darned thing is?"

"Oh, here," and he tossed me a grimy paint folder.

"Yuh can see for yourself how to do it there. Just read it over and come around again when you've figured out what you want."

"S'long," and Mr. —— was gone; in fact, "had went."

Industrial.

The Dominion Trade Commission will begin to take evidence in August and September from all over the Dominion on matters pertaining to the industrial life and natural resources of the country. These subjects will be discussed and analyzed in minute detail, and the various boards of trade of the country are eagerly awaiting the outcome of the final report.



WE GET ORDERS FOR YOU

It is not alone the uniform merit of our goods that draws trade for our Agents, but the ample means we provide for bringing that merit home to the people.

Our line of advertising material is complete, its selling force has been proved, and it is all trained to *help the dealer*.

You can get all the benefit of this tremendous selling power by handling B-H products. When you stock our goods, we place all the resources of our Advertising Department at your command and *help you sell* without cost to you.

The most successful Dealers sell B-H goods, which proves B-H goods make the best foundation for success.

YOU can increase your sales by joining with us. Write us for our Agency Proposition and we will tell you how.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....	9 00	
Samson single bit, handled, doz.	12 50	
Samson double bit, doz....	12 50	
Samson flooring axes No. 2. doz.	9 00	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.	Montreal	Toronto
Single bbls., gal...	0 20	0 19

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....	6 60
With rim, 18x28, doz.....	7 20
With rim, 20x30, doz.....	7 80
Without rim, 18x24, doz....	4 00
Without rim, 18x28, doz...	4 50
Without rim, 20x30, doz...	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ..	19 00

BOARDS (Wash).	Per doz.
Glass, doz. .....$	3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).	Per yard.
10 inches, 7 oz.	0 05½
10 inches, 8 oz.	0 05¾
10 inches, 10 oz.	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.	
1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...	1 85	
Portland, per bbl., carload lots, f.o.b. Toronto	1 55	
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000 .....23 00		28 00
Fire Brick, English..17 00		21 00
Fire brick, Am., low..23 00		25 00
Fire brick, Am., high.27 50		31 00
Fire clay (Scotch), net ton	6 50	
Fire clay, Am, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz.. lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in.. doz... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case...	4 50
8 lb. size, 2 doz. in case...	7 20
17 lb. size, 1 doz. in case ...	6 75

COPPER.	Montreal	Toronto
Casting ingot .....$	15 50	$15 00
Cut lengths, round bars, ½ to 2 in...		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base.		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets .	2 75	2 85
All bright, 52 sheets.	3 85	3 85

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL.

Raven and Murex Grades—	
I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—	
I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x65, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

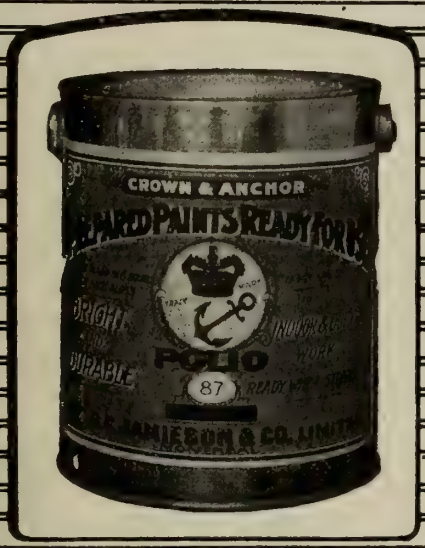
D

DOORS, SCREEN.	Doz
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

JAMIESON'S Pure Prepared Paints



are the result of over half a century of concentrated effort along one line,—the production of a high-quality paint.

Every can is a witness to our success.

R. C. Jamieson & Co.,
LIMITED

Montreal Vancouver

Established 1858

Owning and operating P. D. Dods & Co., Ltd.

11



Hence, horrible villain!
. . . .
Thou shalt be whipped with wire,
And stewed in brine,
Smarting in ling'ring pickle.
Antony and Cleopatra.

WHEN CLEOPATRA heard the news that BRUTUS was married to **OCTAVIA** she vented her spleen upon the messenger and threatened to whip him with wire and then stew in brine. To use such threats she must have been in a great rage, and **NO DOUBT** there are times when people buy poor quality goods that give poor service they would like to treat the manufacturer and seller the same way that Cleopatra threatened to treat the messenger.

Don't Take Risks

Buy your **LEAD PIPE, TRAPS and BENDS, BABBITT METALS, SOLDER, BATHS, LAVATORIES, GALV. PIPE and ALL PLUMBERS' SUPPLIES** from

THE CANADA METAL COMPANY, LIMITED

the firm with the reputation for manufacturing goods that give **EXCELLENT SERVICE.**

Order from our nearest factory

Head Office and Factory: **TORONTO** Branch Factories: **MONTREAL, WINNIPEG**

Your stock is not complete without HARRIS HEAVY PRESSURE, the babbitt metal without a fault
THE ONE BEST SELLER

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base....	7 00	7 00
I X, 14x20 base....	8 25	8 25
I X X, 14x20 base.	9 50	9 50

DUCK.

Yarmouth Double Filled 29 in.		Standard Single Filled.
7 oz. 0 17¾	6 oz. 0 12½	
8 oz. 0 19½	7 oz. 0 14	
10 oz. ...0 24½	8 oz. 0 15½	
12 oz. ...0 29½	9 oz. 0 17½	
	10 oz. ...0 19½	
	12 oz. ...0 23¾	
	15 oz. ...0 32	

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list) ...	27½
Spear & Jackson (Eng. list)	35

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur. Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 45 p.c. English pattern, 45 per cent. Galvanized washtubs, 45 p.c.

GASOLINE	Montreal	Toronto
Single bbls, per bbl	0 21	0 19

GREEN, PARIS.

	Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks.	0 16¼	0 17¾	
250-lb casks..	0 16½	0 18	
100-lb drums	0 11¼	0 17½	0 19
50-lb drums.	0 11¼	0 17½	0 19
25-lb. drums.	0 11½	0 17¾	0 19¼
1-lb pack ...	0 13¼	0 19¾	0 21¼
½-lb pack		0 21¾	0 23¼
1-lb tins	0 14¼	0 20¾	0 22¼
½-lb tins		....	0 24¼
Arsenic, kegs	0 10¼	....	....
Petroleum, bbls.	0 10	....	....

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz...	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over.....	0 06
Masons, 5 lbs. and over.....	0 06
Napping, up to 2 lbs.....	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 40 per cent.

No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 35 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	2 75
Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered.. 5 25	6 00
Perfect, No. 1	8 00
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, .. doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail....	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HATCHETS. Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs..	5 00
Over 12 in., per 100 lbs..	4 25
Extra hooks for above, ⅝ in., per lb.....	5½
Extra hooks for above, ¾ in., per lb.....	5¼

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192 $16.80.

Chicago hold back screen door, iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.	Canadian	English Fox
No. 2, per doz..	1 60	2 50
No. 3, per doz..	1 70	2 90
No. 4, per doz..	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10 p.c.
Corrugated, ½ in., ft....	0 13½
Corrugated, ¾ in., ft....	0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel...	0 15	0 15
Toe calk steel ...	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird ...	....	0 15
Black Diamond tool steel	0 08	0 08
Silver tool steel...	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06
¾ to 1 7-16 inch...	0 05½
1 7-16 to 3 inch...	0 65

Montreal 40%, Toronto 40%.

IRON, TINNED,

72x30 up to 24 gauge, case lots .....$	8 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	8 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 88
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set....	1 50
Asbestos, No. 90, per set....	1 20
Princess Electric, each.....	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each...	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	.....20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each.....	$2 00

(Roped Extension.)

20 ft. $3 00	42 ft. ....$	7 95
22 ft. 3 30	44 ft.	8 36
24 ft. 3 60	46 ft.	8 74
26 ft. 3 90	48 ft.	9 12
28 ft. 4 20	50 ft.	9 50
30 ft. 4 50	52 ft.	11 44
32 ft. 4 80	54 ft.	11 88
34 ft. 5 78	56 ft.	12 32
36 ft. 6 12	58 ft.	12 76
38 ft. 6 46	60 ft.	13 20
40 ft. 6 80		

(Common Extension.)

20 ft. each .....$	2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each .....$	80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS.	Per doz.
Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern.....	7 00
Cold blast, japanned.....	7 50
Cold blast, plain	7 00
Brass, well japanned.....	9 25
All brass	24 00
Little Bobs A.C., doz.....	1 90

LANTERN GLOBES.

Cold blast, short ruby.....	1 75
Cold blast, common ruby..	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. .....$	3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL).	Per sq. yd.
26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
23-gauge, galv. metal lath..	0 19

LEAD.	Montreal	Toronto
Domestic (Trail), 100 lbs. 5 10		5 15
Imported pig, per 100 lbs. 5 10		....
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft. 750		7 50
Sheets, 3 lb. sq. ft.. 6 75		6 75
Sheets, 3½ lb. sq. ft. 6 62½		6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEVELS.	Per doz.	Rabone's.
1369x12, Boxwood		4 90
1626x9, Walnut pointed....		4 50
1628x12, Rosewood		7 50
104x24, Triple stock (net).		27 00
104x30, Triple stock (net).		23 15
104x27		22 00

LINES, PLOUGH.

Russia snap, per gross....	33 00
Indian snap, per gross....	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A....	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
L. X. L.	121 50

Winner, C. Cor. No. 2 & 3 85 00
20 per cent. discount.

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in...	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak.....	15 00

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

DO NOT DELAY WRITE AT ONCE

ALEX. McARTHUR & CO., LTD., 82 McGILL STREET MONTREAL

F. J. COX, Winnipeg, Agent for Building Paper, Western Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PURE LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED · MONTREAL & TORONTO · WARRANTED PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: Toronto Wire Nail and Tack Co., Edwin Ave., W. Toronto

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75
Extra Cloths.	
Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 3 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in,. ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75%.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box
No. 3, 1⅞-inch	$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll..	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60 p.c.

O

OAKUM.

	Per 100 lbs.
Best (American)	8 00
U.S. Navy (American)	7 50
Plumbers (spun)	3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).

Per Coil Lots.	
Fine, 30 ends to ¾ inch.	0 08¾
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
Per 100 lbs.	
Oiled waterproof building paper, 600 sq. ft. roll	1 05
400 sq. ft. roll	
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of ea.	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PIPE WROUGHT IRON

Buttwelded.

Size.	Black.	Galvanized
⅛ and ¼ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

Lapweld.

2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.

Lead waste pipe, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths		3 45
3 inch, in 10-ft. lengths		4 20
4 inch, in 10-ft. lengths		5 53
5 inch, in 10-ft. lengths		7 60
6 inch, in 10-ft. lengths		9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, Can., 15%.

Wood, fancy, 30 to 35 per cent.

Prices. Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 66
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter.	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 75 per cent.

Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 10
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	$ 1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
Best Manila base	0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¾
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton, 3-16 in. and over.	0 24
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft.	(51)	1 80
No. 1101—2 ft.	(52)	3 90
No. 1167—2 ft.	(7)	3 60
No. 1106—2 ft.	(53½)	4 10
No. 1375—3 ft.	(66½)	2 50
No. 1112—3 ft., hf. round		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.

Disston's Hand, 10 per cent.

Simonds' Hand, 15 per cent.

Shurly & Dietrich, 35 p.c.

Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $3.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb., platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS.

	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.

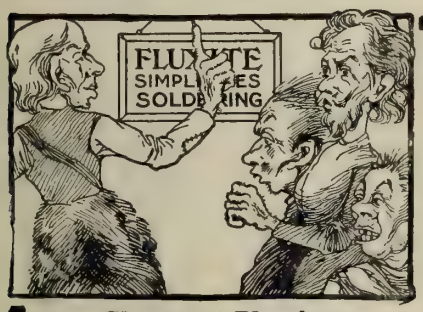
	Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.	

The Proper Paint Perspective

It's well to remember that the store that sells satisfactory paint, wall finishes, etc., gets almost as much credit as the maker. Bring back the customer satisfied; that's the proper paint perspective. He may not need paint so often, but when he does you'll get his order. Sell poor, unsatisfactory goods and the reverse is the case. You'll make one paint sale and lose a permanent customer for paint and other things. And now we want to tell you our lines of paints, wall finishes, etc., will bring him back. Ask us about them.

BENJAMIN MOORE & CO., LTD. 6 Lloyd St., West Toronto

NEW YORK CHICAGO CLEVELAND CARTERET, N. J.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

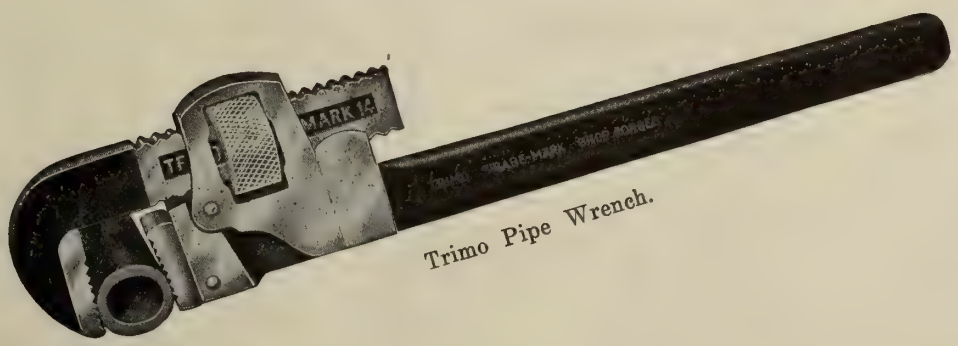
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

THE PREMIUMS WE OFFER

To the Purchasers of Trimo Tools Are

STRENGTH ***ECONOMY*** ***DURABILITY***

One-Quarter of a Century of Wrench Production Is Behind Us.



Trimo Pipe Wrench.

MANUFACTURED BY

THE TRIMONT MFG. CO., 55-71 Amory St., Roxbury (Boston), Mass.

SEND FOR CATALOG No. 150

O.H. bright, 80, 10, 7½, 10 p.c.
10 per cent. off list.

Wood, F.H., brass.	75 10	7½	10
Wood, R.H., brass.	70 10	7½	10
Wood, F.H., bronze	70 10	5	10
Wood, R.H., bronze	65 10	5	10
Drive screws	65 10	5	10
Set, case hardened	60 10		
Square cap	50 and		05
Hexagon cap			45
Bench, wood, per doz.			$5 00
Bench, iron, per doz.			4 25

SCYTHES.

Cast steel, doz.	$ 6 50
Clipper, doz.	7 50
Guaranteed, doz.	9 00
Brush, doz.	7 50

SCYTHE SNATHS.

No. 1, per doz.	$ 8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75
Western Red End (3 doz. to box), per box	0 85
Diamond, per box	1 00
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 45
12 gauge	2 75	2 50
14 gauge	2 60	2 25
16 gauge	2 50	2 30
18 gauge	2 50	2 40
20 gauge	2 60	2 40
22 gauge	2 65	2 50
24 gauge	2 65	2 50
26 gauge	2 75	2 55
28 gauge	2 85	2 70

SHEETS.
Corrug., galv., 10% off.

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best best
16-20	3 75	3 95
22-24	3 95	4 15
26	4 20	4 40
28	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo Brand	Montreal	Toronto
14 gauge		2 80
16 gauge		3 00
18-20 gauge		3 20
22-24 gauge	3 75	3 40
26 gauge	3 95	3 55
28 gauge	4 30	3 90
10¾ oz.	4 50	4 20

SHOVELS AND SPADES.

1st	2nd	4th
Shovels 65	55 and 2½	45%
Draining tools 60	60	
Scoops 50 and 5		45 and 5
Hollow backs and sand 60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast Iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar		0 27
Wire solder, lb.	0 23½	0 26
Bar, half-and-half, guaranteed	0 22½	0 23

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING

Acme	0 19½
Commercial	0 20
Easy	0 20½
Star Extra	0 22¼

Strictly standard wiping, 22c.

SPELTER.

Foreign, per 100 lbs.	6 00	5 50

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.

Univ. japd., cyco bearing	24 00
Univ. N.P., cyco bearing	27 00
Grand Rapid, jpd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each	$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Raybone's.	
Tape Lines, linen, No. 2601 x50, each	$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x100, ea.	5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).

Galv. wall ties, per 1.000	$5 00
Painted wall ties, per 1.000	5 00

TIN.

	Montreal,	Toronto.
Tin, per lb.	37½	34½

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.

5 ft., each	$1 50
8 ft., each	2 00
10 ft., each	2 50
12 ft., each	3 00
14 ft., each	$4 20
16 ft., each	4 80
18 ft., each	5 40
20 ft., each	6 00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb, 9¼c.
5 ton lots, ¼c per lb. allowance.
10 ton lots, ½c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,

	5-lb.	120-lb.
3-ply	0 28	0 24¼
4-ply	0 31	

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in.		10 25
100 ft. 2½ in.	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in.	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3	2 80
No. 0 Per doz.	10 50
No. 1 "	9 00
No. 2 "	7 50
No. 3 "	6 50

V

VALVES, ETC.
Ground work, 55 per cent.
Stand, compr. work, 60%.
High-grade compr. work, 50%.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.
Jenkins' Valves—Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS, IRON.
Full box, 45 per cent.; smaller lots, 30 per cent.; assorted, Price, less 50 lbs. add 1c lb.; less 25 lbs 2c lb.

WASTE.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, ½ lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per 100	1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	21 00
Garden, steel wheel, doz.	32 40
Light garden, per doz.	$22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35! No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 12, coil spring	2 40
No. 9, plain galvanized	2 15
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Wrenches, Trimo, 65% off list.

WRINGERS, MOP.

White, No. 2, each	$ 1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	6 75	7 25
Part cask	7 00	7 55

TRADE MARK
NINE LIVES



"BLACK CAT"

Spark Plugs, Flash Lights and Batteries

THE MOST SATISFACTORY TO CUSTOMERS BECAUSE THEY



Last Nine Lives



Customers always get the maximum of satisfaction from "Black Cat" goods, and this satisfaction gets you their re-orders and friends.

There is a splendid margin for profit for Jobbers and Dealers—a margin that will be well for you to investigate.

All "Black Cat" Goods are absolutely guaranteed.

Write us for full particulars.

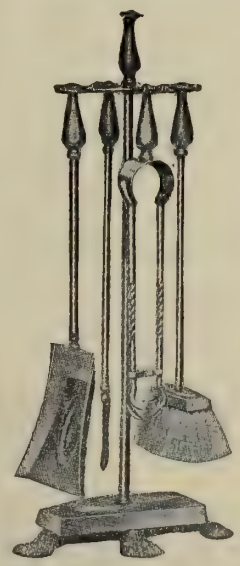
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96 West King Street, TORONTO

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BRASS Fire Sets, Fenders, Screens, Kettles, Gongs, Etc.

Finish and Design our Specialty



You Should See Our New and Up-to Date Line of Furnishing Goods

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MAY & PADMORE Ltd BIRMINGHAM ENG.

BUFFALO



Auto Oils and Lubricants

ARE NO EXPERIMENT.

**THEY HAVE BEEN TESTED,
THEY HAVE BEEN TRIED
AND HAVE SATISFIED**

the most discriminating users in Western Canada. They possess ALL the essential qualities necessary for the PERFECT lubrication of every style of car.

ENSURES SATISFIED CUSTOMERS AND REPEAT ORDERS.

Prairie City Oil Company, Limited

WINNIPEG, MAN.

WE CONFINE OUR BUSINESS STRICTLY TO THE TRADE AND POSITIVELY WILL SELL NO OTHERS

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

BRUSHES.

Weighted, 15 lbs., doz.	$14 70
Weighted, 20 lbs., doz.	19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k	0 12
Italian red, 100 lb. kegs	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal	0 11
Brantford brown sheet	0 10
Brantford golden sheet	0 13
Brantford gelatine	0 22
Brantford white gelatine	0 22
Brantford white glue	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine	$8 90	9 15
"Anchor," pure	8 40	8 55
Brandram's B.B. Genuine	9 40	9 55
C.P. Co. decorat's, pu.	8 40	8 55
Crown and Anchor, pure	8 40	8 55
Essex, Gen. (Windsor)	....	8 15
Island City Decorator's pure	8 40	8 65
Lily Pure	8 40	8 55
Decor'or's Pure (Winnipeg)	....	8 95
Moore's Pure White Lead	....	8 55
Lowe Bros'. White, H.S.	....	8 55
Monarch (Windsor)	....	8 65
Purity C.O. Co.'s, Ltd.	....	8 05
Ramsay's Pure Lead	8 40	8 55
Ramsay's Exterior	7 90	8 30
Sterling Pure	....	8 45
Tiger Pure	8 40	8 55
"James Genuine"	....	9 65
Stephens' H. P. P. (Winnipeg)		8 45

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No 1 casks, per 100 lbs.	5 90	6 25
Less quantity	....	7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 62	0 60
3 to 5 bbls.	0 61	0 59
6 to 9 bbls.	0 60	0 58

LINSEED, BOILED.

Single bbls.	0 65	0 63
3 to 5 bbls.	0 64	0 62
6 to 9 bbls.	0 63	0 61

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal.	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 2nd page of quotations)

PARIS, PLASTER.

Ped barrel	2 50

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums	2 60	2 70
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite. 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 77
Pure, single bbls.	0 67	0 70
2 to 4 bbls.	0 66	0 69

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Excello		2 00
Mar-Not		2 70
Pale durable body		3 50
Pale hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
Furniture, No. 1		1 15
Furniture, Union		0 95
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan	1	12½
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 85
Crystal Damar		2 50
No. 1 Damar		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		1 05
House painters' japan		1 15
House painters' white jap.		1 95
Elastilite varnish		2 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel		1 75
Lowe Bros'. Durable Floor		2 40
Sherwin-Williams' KOPAL varnish		2 50
Canada Paint Co.'s SUN varnish		2 25
"Kyanize" Interior Finish.		2 40
"Flint-Lac," coach		1 30
B. H. Ltd., "Gold Medal," cases		1 80
Dependon Lt. H. Oil Finish		1 55
Everlastic Floor		2 30
Elastica exterior finish		4 25
Flattine floor finish		3 00
Stovepipe varnish, ½ pts., gross		9 60
Pure white shellac varnish		2 00
Pure orange shellac varnish		1 90
No. 1 orange shellac varnish		1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs.	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge.	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 00

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black	0 38
Ol dEnglish Floor Wax	0 38

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 06¾

A splendid opportunity for securing a profitable line of business.

There is a big market for shingle stains of good quality. Modern homes built along the design of bungalow and cottage type, in many cases require the decorative effects of shingle stains to harmonize with the long sloping roofs and shingled walls and gables.

SHERWIN-WILLIAMS
PRESERVATIVE SHINGLE STAINS

are most attractive stains for rough wood and shingles. They have been specified for years by architects who know their merits. Made in pleasing shades, on a base of refined Creosote Oil, they have much better penetrating and preserving qualities than the ordinary Creosote commonly used, and are more permanent.

Our attractive store advertising, folders, and sets of stained samples are a source of good profits if you will let us co-operate in going after this business with you. Most paint dealers neglect the sale of shingle stains; drop us a line and we will show you how to get this business.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard "double," 60 and 10 per cent. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

FIXTURES.
Stall hollow bar, No. 3 $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng..	4 50	4 85
26 Am. or 26 special	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7 coil; less coil, $7.50 cwt.

LEAD WASTE.
$7.50 per cwt.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 25 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.
6 inch riveted, per 100 ft... $8 50
7 inch riveted, per 100 ft.. 9 50

STOVE PIPE ELBOWS.
6 inch, per doz. 1 42
7 inch, per doz. 1 59
8 inch, per doz. 2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.15 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

THREE POINTS WHY

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REGISTERED TRADE MARK

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You require a stock of Paint which you can absolutely rely upon to give your customers PERFECT SATISFACTION. To do this the paint must be of the very highest quality.

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The importance of prompt, efficient service cannot be over-rated. The merchant of Western Canada does not want to carry a large stock, does not want to be waiting for shipments to come a long way, or be bothered by ordering a long way ahead.

Handling Stephens' Paint Agency eliminates all this. We manufacture both Paints and Varnishes right in Winnipeg — can supply you with anything you want *without delay* and *without shortages*—a service worth while.

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Your buying Stephens' Paints from us does not end the matter—*we help you sell them again.* You receive with your first order a full assortment of Color Cards, Counter Display Cards, Framed Show Cards, Indoor and Outdoor Signs, Booklets, Novelties, etc. You get more; your customers are circularized *in your name* with handsome Booklets. They already know Stephens' Paints through their favorite newspapers and magazines. You will do well to hear more—we are at your service.

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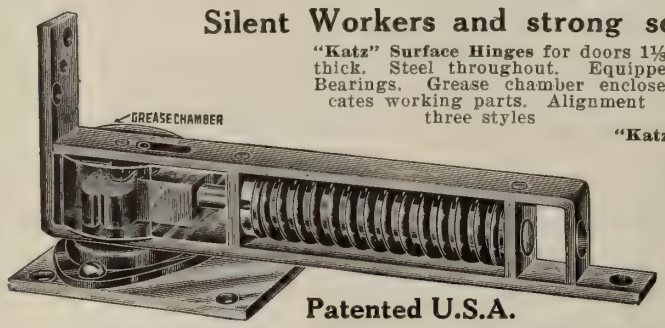
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Silent Workers and strong sellers

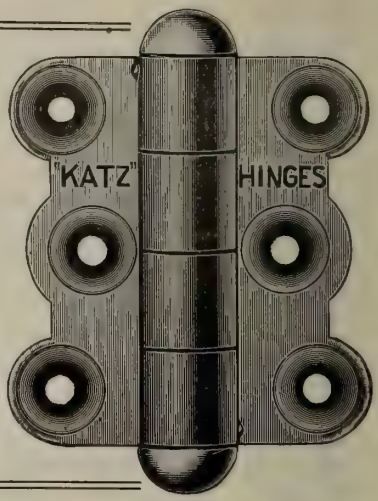
"Katz" Surface Hinges for doors 1⅛ in. to 1¾ in. thick. Steel throughout. Equipped with Ball Bearings. Grease chamber enclosed and lubricates working parts. Alignment guaranteed to hold. Made in three styles



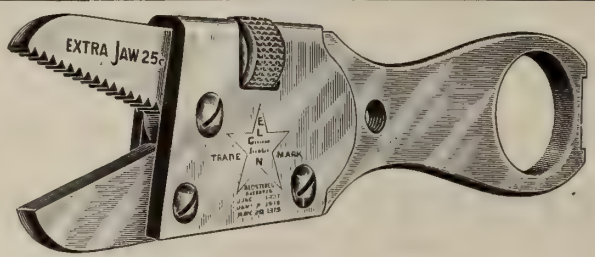
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Its additional features are a Rust-Proof and new form of Spring, also some changes in Screw-plate accessory, giving more strength. It is necessary when a holding-plate "Attachment," or a Spring is wanted for an Elgin, to mention on the Order whether it is for a Wrench **with** or **without** the Trade-Mark, so the right one can be sent.

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PAINT

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MAPLE LEAF
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would serve them just as well?

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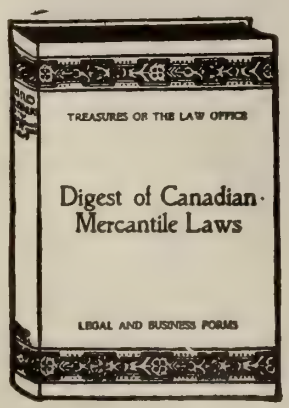
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is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

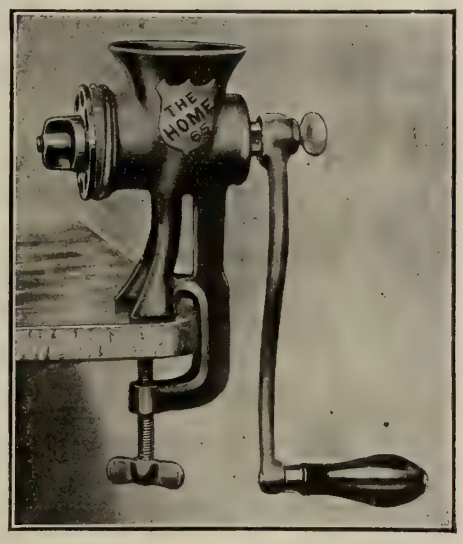
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The "Home 65" is a new machine embodying all the latest principles. Made in the standard family size and much stronger than the ordinary type of machine. Cap fits close, rendering the machine quite watertight. The open-end cylinder makes it easy to clean. Supplied with different cutting plates.

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For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

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The most reliable extension ladder offered to the trade to-day. Made of clear yellow pine with hardwood rungs. Reinforced with wire let into a groove on the back of the ladder. One of the principal features of our ladder is the heavy malleable iron castings bolted on the sides which have given satisfaction for years. Stock sizes 20 to 40 ft.

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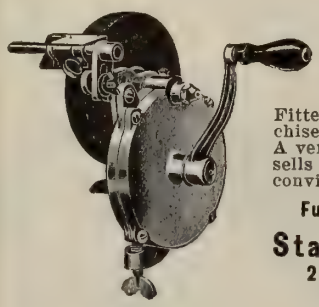


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No. 30

EASY SELLERS

Absolutely noiseless, oil-retaining, dustless, fast and easy running; made for both sickle grinding and tool grinding. No. 30 is fitted with a large sickle wheel, 4¼" in diameter, with malleable iron attachments. **We have a full line of worm-gear Ball Bearing grinders. Write for full information.**



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Fitted with a combination tool rest, chisel holder, etc.
A very practica size machine, and it sells well everywhere. A trial will convince you.

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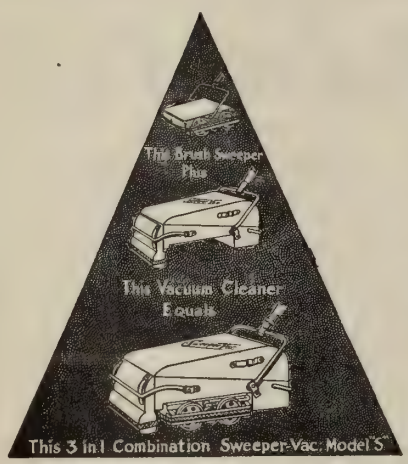
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The Sweeper Vac removes all thread, lint and hair. It will also take large quantities of dirt from a supposedly clean carpet.

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FORCES THE OIL ANYWHERE

Saves Oil, Time and Labor

A trial always makes a steady user.

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No matter in what position the can may be held, the oil is entirely controlled by the operator. Not a drop of oil need be wasted. Oil is forced out by simply pressing on the plunger. The flow of oil ceases the instant the pressure on the plunger stops.

Oiling can be done in one-half the time and with less effort.

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Drop a card for particulars.



R. E. Bloomer
Keithsburg, Illinois

The PULL-EASY Garden Cultivator



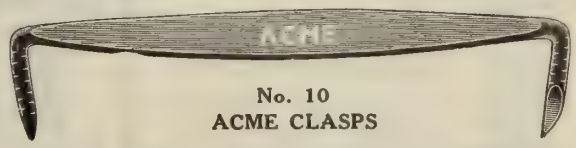
IT IS ADJUSTABLE TO ANY WIDTH ROW

This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

For Sale by all Leading Canadian Jobbers.

THE PULL-EASY MFG. CO.
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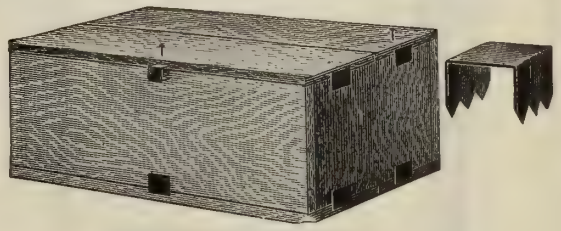
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No. 10
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ACME CLASPS ARE USED FOR FASTENING ON PAIL COVERS AND RE-INFORCING LIGHT CRATES. MADE OF COPPERED STEEL AND PACKED IN BOXES AND BARRELS.
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HOLD LIKE A BULL DOG



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ACME STEEL GOODS CO., Mfrs.
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Canadian Representatives:
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will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

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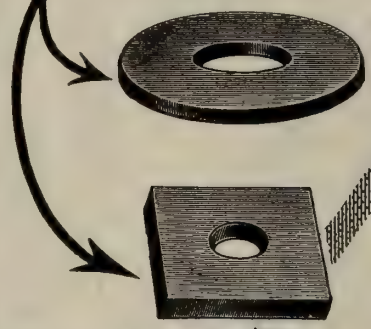
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are strong and well made —and they look it.

All stock entering into this ladder is carefully selected from the finest material. The nails which pass into the end of each step are held firmly in place by a patent malleable iron washer. Iron rods connecting these washers form, with a small block under each step, a truss support, the tension of which can be readily adjusted.

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All iron and steel parts are finished in aluminum, which, with the clear, bright woods, make this pattern **one of the most attractive, easiest sellers on the market.**



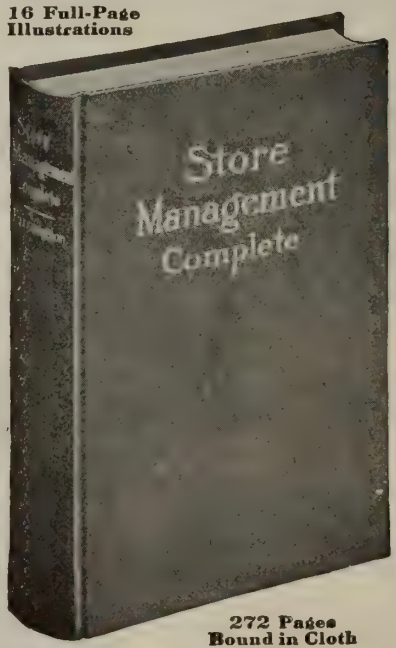
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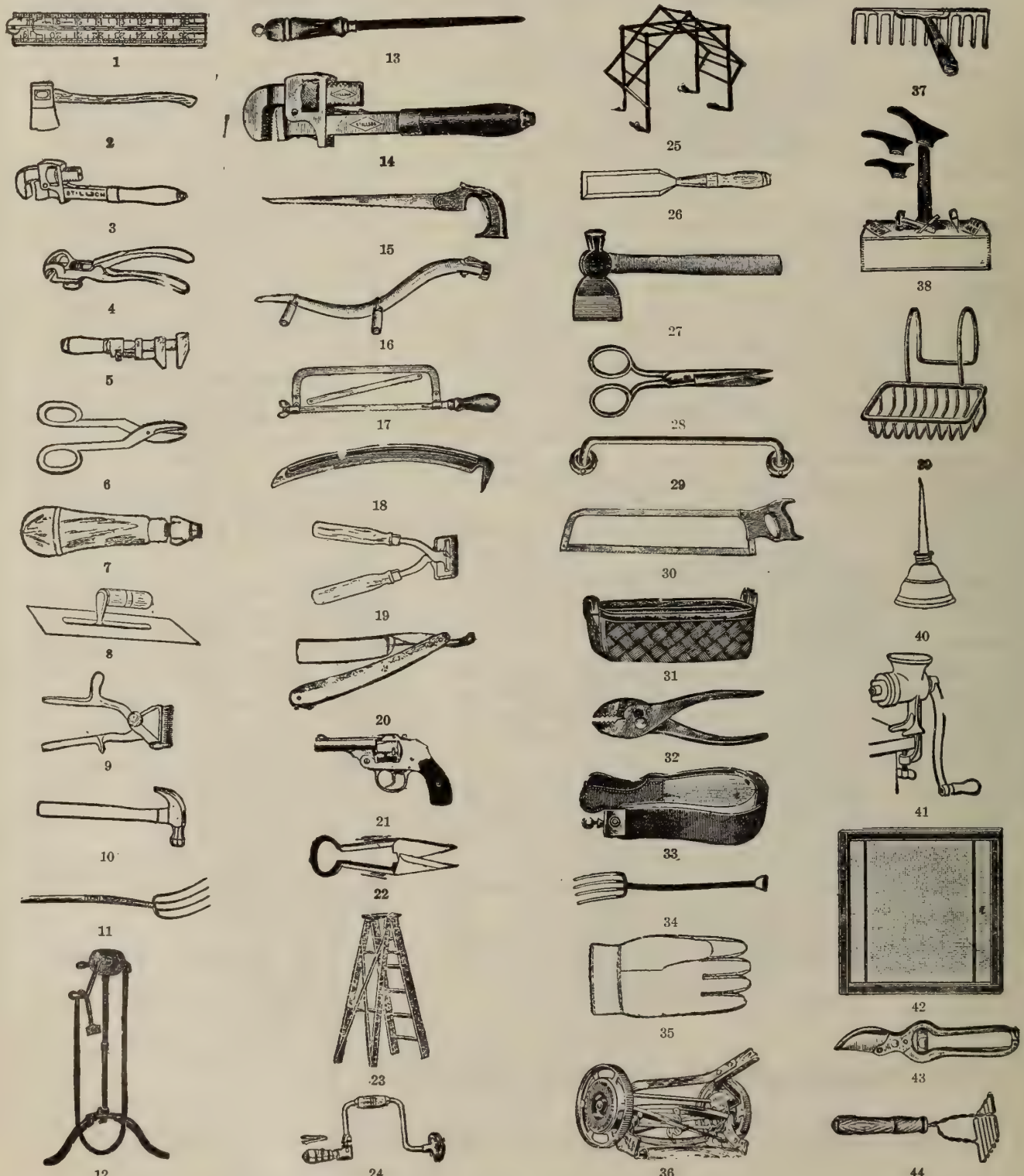
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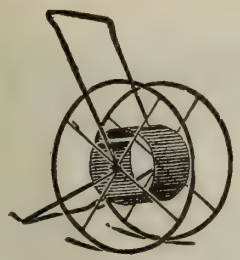


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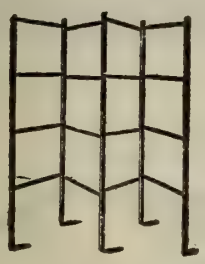

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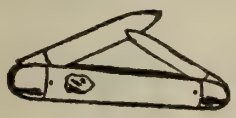

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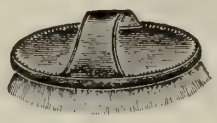

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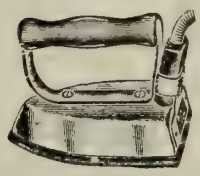

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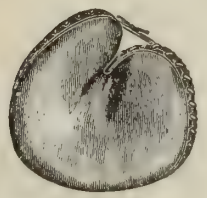

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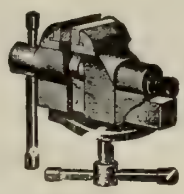

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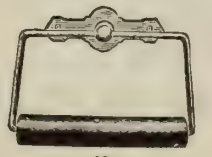

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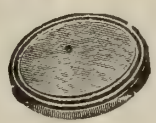

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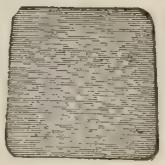

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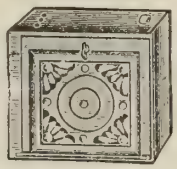

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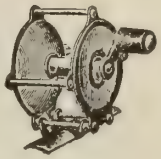

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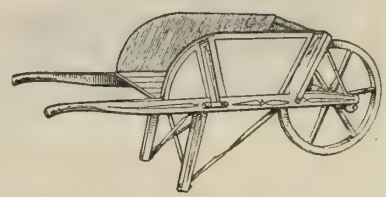

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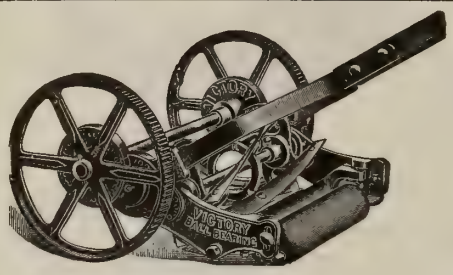
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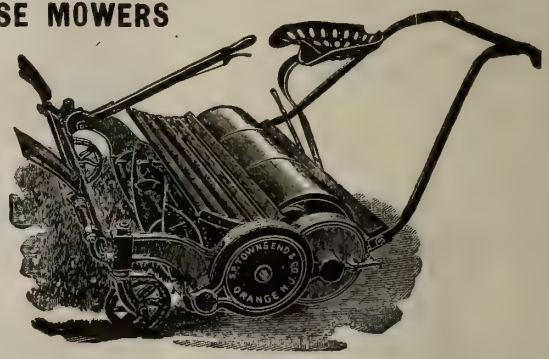


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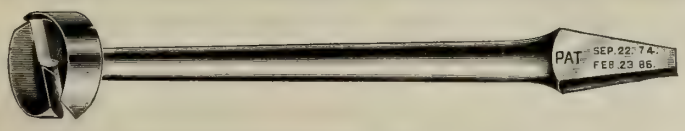
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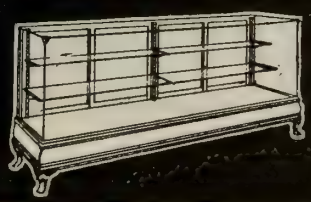
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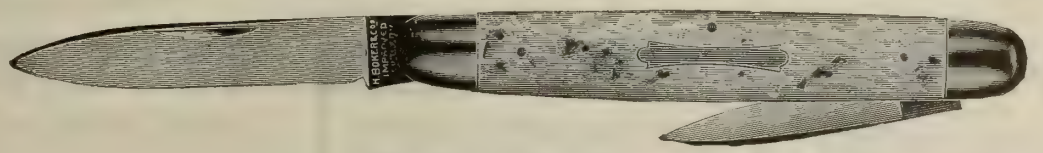
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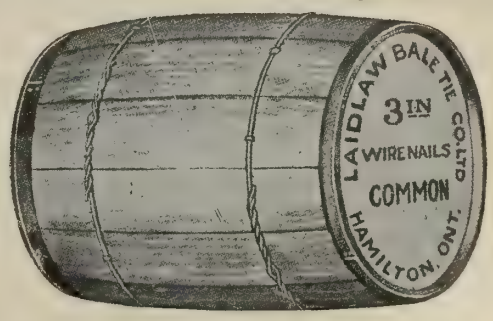
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We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

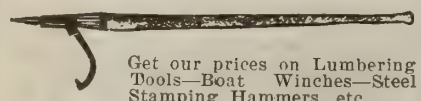
Write at once for prices and full particulars.



THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON
GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



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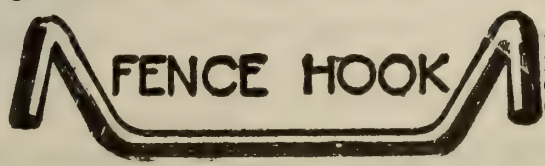
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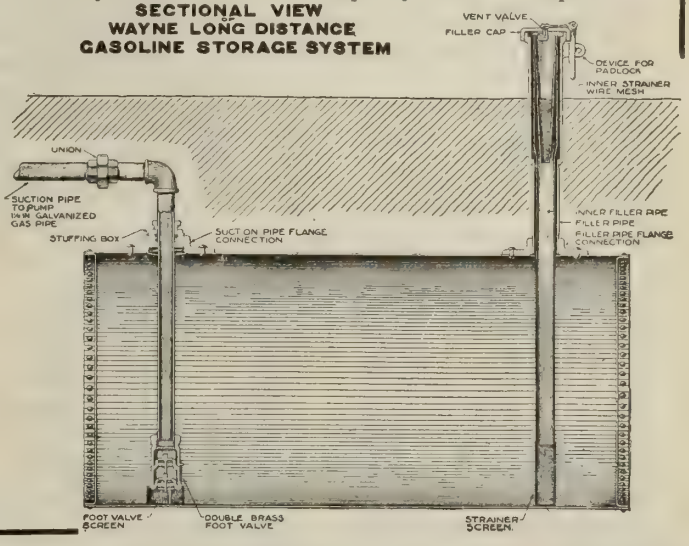
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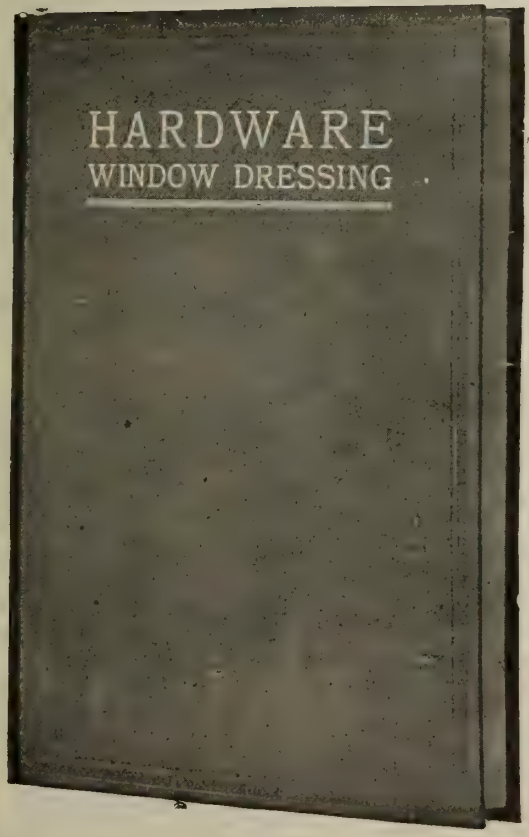
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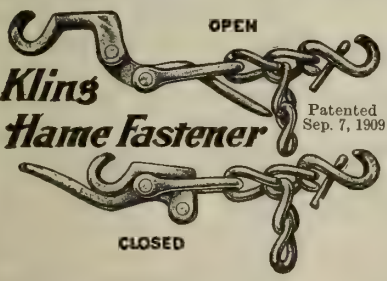
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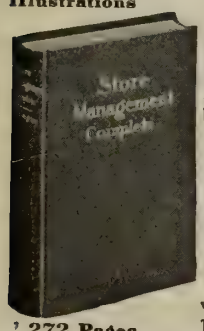
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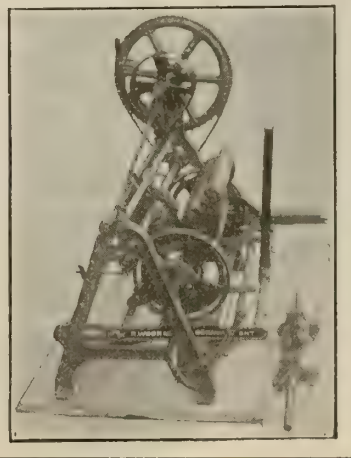
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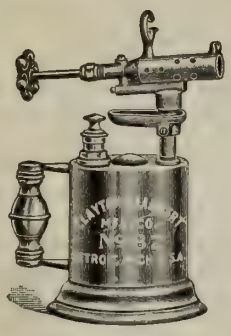
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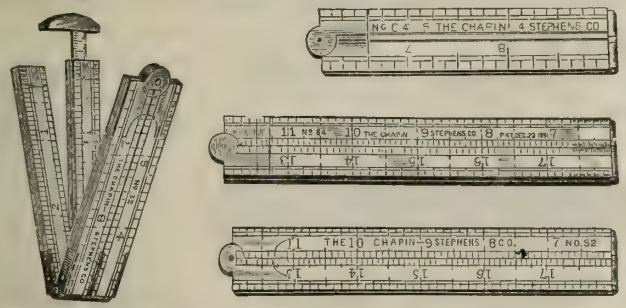
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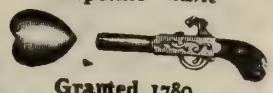
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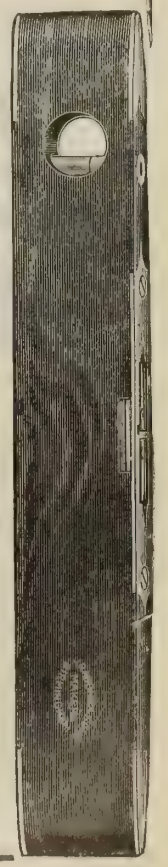
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Northern Electric Co., Montreal.

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Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co, St. Louis.
berg, Germany.

Reamers.
Butterfield & Co., Rock Island, Que.
Can. Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead.
Brandram-Henderson Co., Montreal.

Reels, Fishing.
Abbey & Imbrie, New York.

Refrigerators.
McClary's, London.
Sanderson & Harold Co., Paris.

Register, Cash, Credit.
Barr Registers, Ltd., Trenton.
Dominion Register Co., Toronto.

Registers.
Kir-Ben, Ltd., Almonte.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney.

Rifles.
Ross Rifle Co., Quebec.
Taylor Forbes Co., Guelph, Ont.

Rivets.
Northern Bolt & Screw Co., Owen Sound, Ont.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Consumers Cordage Co., Montreal.
Independent Cordage Co., Toronto.

Rules and Gauges.
Can. Fairbanks-Morse Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
J. Rabone & Sons, Birmingham, Eng.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Taylor Forbes Co., Guelph, Ont.

Saws.
Atkins, E. C., & Co., Hamilton.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.

Scales.
Aylmer Pump & Scale Co., Aylmer.
Burrow, Stewart & Milne Co., Hamilton.
Can. Fairbanks-Morse Co., Montreal.

Screen Doors and Windows.
Sanderson, Harold Co., Paris, Ont.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain,

Screw Plates.
Butterfield & Co., Rock Island, Que.
Can. Fairbanks-Morse Co., Montreal.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

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Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

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Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Can. Fairbanks-Morse Co., Montreal.
Lundy Shovel & Tool Co., Peterboro.

Shuttles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Silencers.
Can. Fairbanks-Morse Co., Montreal.

Silver Polish.
American Metal Polish Co., West Somerville, Mass.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

Snow Shovels.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Store Ladders.
Richards-Wilcox Canadian Co., London, Ont.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Northern Electric Co., Montreal.
Sheet Metal Products Co., Toronto.

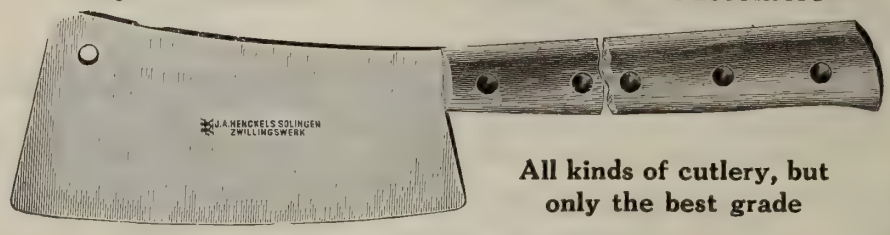
Splicing Compound.
Northern Electric Co.

None Genuine Without This Trade-Mark

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Buy It Because It Will Please Your Customers

None Genuine Without This Trade-Mark



All kinds of cutlery, but only the best grade

Sole Agents for Canada

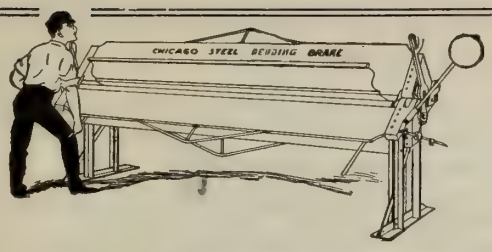
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CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

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TRY A CONDENSED AD. IN THIS PAPER.



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This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

The Steel Bending Brake Works Ltd., Chatham, Ont.

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We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.

Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

Two Cents Per Word

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FORD AUGER BIT CO. HOLYOKE, MASS.

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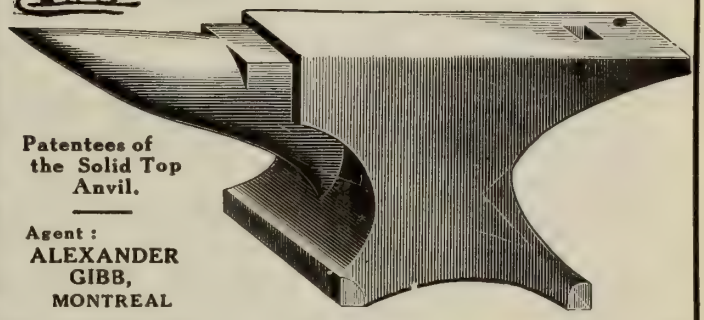
Trade Mark. M. & H.

Corporate Mark.



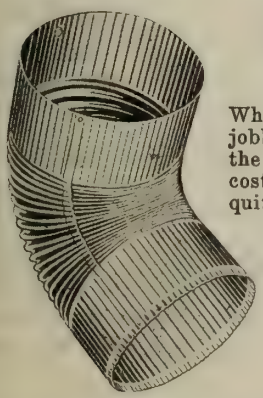
Mousehole Forge
Sheffield

ARMITAGE MOUSE HOLE FORGE.



Patentees of the Solid Top Anvil.

Agent:
ALEXANDER GIBB,
MONTREAL



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(MADE IN WINNIPEG)

When ordering your elbows, ask your jobber for O-RIB-O make, and get the best elbow made anywhere. They cost no more than other elbows not quite so good, and you will agree with us that they are the best you ever saw.

Be sure to specify O-RIB-O.

O-RIB-O MANUFACTURING COMPANY, LIMITED
233 SPADINA AVENUE, WINNIPEG



ARCTIC METAL

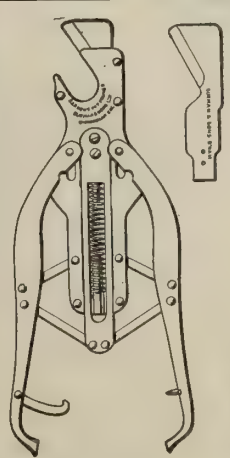
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Tallman Brass & Metal Co.
HAMILTON, ONT.

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from small investments. Read Hardware & Metal's Want Ad. Page.



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Special Features:—

- A perfectly easy and smooth "draw-cut" action.
- Immense power by lever blade and toggle motion.
- Detachable blades.
- The only pruner that does not pinch or squeeze the shoot.

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Trade supplied by

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MONTREAL

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E. T. Wright Co., Hamilton.

Springs.
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Henderson & Richardson, Montreal.

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The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Staples.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Steel Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Clare Bros. & Co., Preston.
Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London, Ont.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

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Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
J. Rabone & Sons, Birmingham, Eng.

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MacLean Publishing Co., Toronto.

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Scythes & Co., Toronto.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

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The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

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Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tinware.
Hoods, Ltd., Birmingham, Eng.

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The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
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Torches.
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Tool Handles and Lumbering Tools.
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Turpentine.
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Vacuum Cleaners.
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Clements Mfg. Co., Toronto.

Varnishes; See Paints.
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Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Ventilators.
Pedlar People, Ltd., Oshawa.
Metal Shingle & Siding Co., Preston.
Metallic Ceiling Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Vises.
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Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

Wash Boards.
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Meakins & Sons, Hamilton.

Wash Tubs.
Wm. Cane & Sons Co., Newmarket, Ont.

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Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
Northern Electric Co., Montreal.
London Foundry Co., London.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

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Climax Cleaner Co., Cleveland, Ohio.

Washers.
P. L. Robertson Mfg. Co., Milton.
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Wrought Washer Mfg. Co., Milwaukee.

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C. S. Norcross & Sons, Bushnell, Ill.

Whips.
Hamilton Whip Co., Hamilton, Ont.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hdw. Co., St. Louis, Mo.

Window Screens.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

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Northern Electric Co., Montreal.
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Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
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B. Greening Wire Co., Ltd., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Andrew Wire Works, Watford, Ont.

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The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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No. 1252 Extra Heavy Thumb-Latch—New.

No. 1265 and 1257 Heavy Handle or Pull.

All made from STANLEY WROT STEEL in rust-proof japanned or "STANLEY SHERARDIZED" finishes.

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It is especially designed for Saw Mills, Planing Mills, Threshing Machines, Pulp Machinery, and all classes of Stationary Engines.



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FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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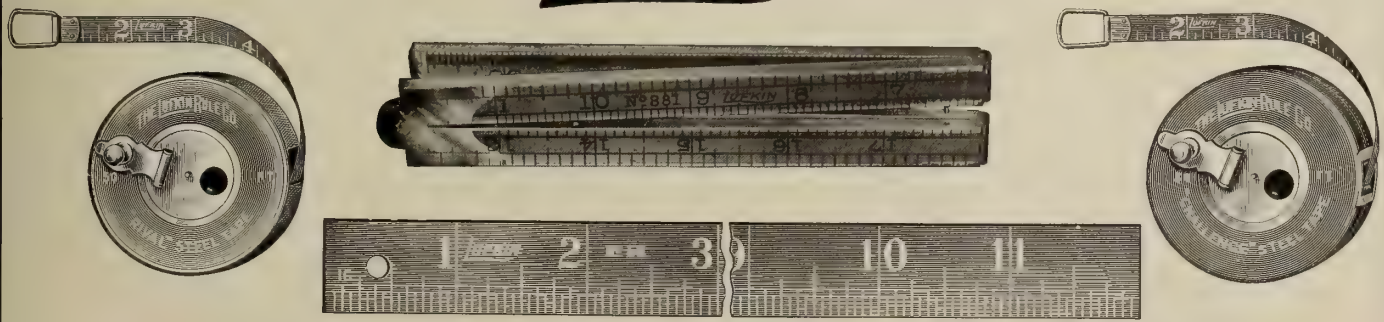
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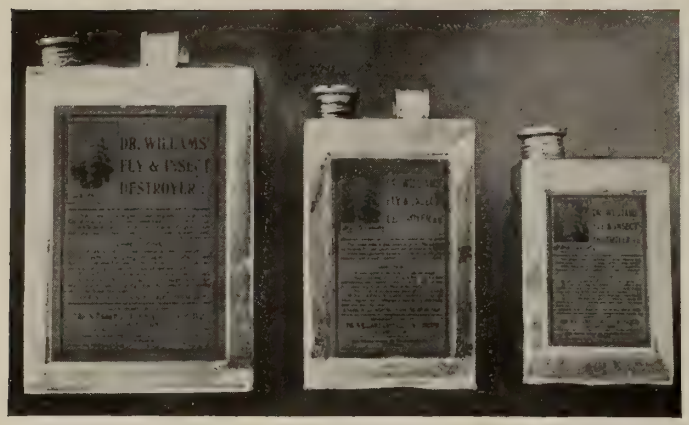
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Dr. Williams' Fly and Insect Destroyer



Used and highly praised by hundreds of dairymen from coast to coast

You'll find it a consistent good seller

Kills texas flies, animal lice and all bad germs.

It is easily applied and absolutely non-poisonous to animals.

This preparation is a liquid and sold only in tin cans lithographed in yellow and black and bearing the photogravure and facsimile signature of W. Williams. None genuine unless so printed.

It is a well-known fact that cows in Summer will not give more than half their usual yield of milk when the flies are at their worst. **You can use this strong talking point** to dairymen and farmers. **Get them to try it and they'll always buy it,** and recommend it to their neighbors.

We guarantee Dr. Williams' Fly and Insect Destroyer to do all that we claim for it.

We will be pleased to furnish full particulars and put you in touch with users.

Manufactured by

The Williams Chemical Co., Ltd.

RUSSELL, ONTARIO

SOLD AND GUARANTEED BY THESE WHOLESALE DISTRIBUTORS.

Wood, Vallance & Co., Hamilton, Ontario.
Wood, Vallance Ltd., Winnipeg, Man., sole distributors for the Provinces of Manitoba and Saskatchewan.
Wood, Vallance & Adams, Calgary, Alta.
Wood, Vallance & Leggat, Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Cochrane Hardware, Ltd., Sudbury, Ontario.
A. J. Morgan, London, Ontario.
D. H. Howden & Co., Ltd., London, Ontario.
The Hobbs Hardware Co., Ltd., London, Ontario.
H. S. Howland, Sons & Co., Ltd., Toronto, Ontario.
The Peterborough Hardware Co., Peterborough, Ontario.
Edwin Chown & Son, Kingston, Ontario.
W. B. Dalton & Sons, Ltd., Kingston, Ontario.
Thos. Birkett & Son Co., Ltd., Ottawa, Ontario.
The Ottawa Paint Works, Ottawa, Ontario.
Starke, Seybold Ltd., Montreal, Que.
Lewis Bros., Ltd., Montreal, Quebec.
Caverhill, Learmont & Co., Montreal, Quebec.
A. Chown & Co., Kingston, Ont.

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 29

July 18, 1914

DIAMOND "A" HARVEST TOOLS







CARRY OUR ABSOLUTE GUARANTEE

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON



The CUT-OUT in the window illustrated here is the most effective display ever featured for advertising silver-plated ware and will be sent, upon request, to dealers who purchase, handle and specialize

1847 ROGERS BROS.

"Silver Plate That Wears"

It is 34 inches high and is beautifully lithographed in 10 colors. It is set up in a moment. The "Girl" looks just as if she were standing behind a show case or counter. Attract attention to your window—your most valuable advertising space.

MERIDEN BRITANNIA COMPANY

HAMILTON, CANADA

Automatic Power Washer

(Buy it in Canada)



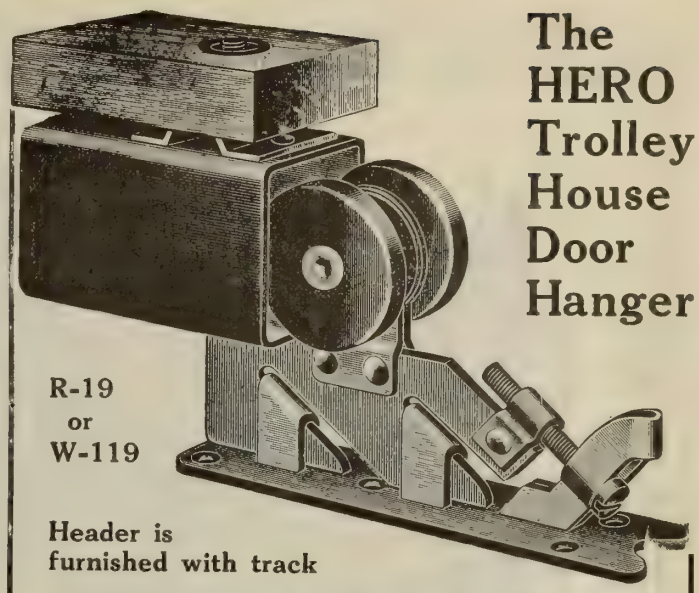
Every farm home in the Dominion should have one of these splendid power washers. No man can afford to allow his wife to wear out her life doing the washing by hand when with the Automatic and a small engine all this hard work may be saved. And most of the men are coming to see this now. They are ashamed to use every labor-saving device in the field while the woman continues to drudge.

Wide-awake dealers will be quick to prepare for the splendid power washer business that is coming. Get our handsome 32-page book, giving complete washing machine information. It is free. Ask for Bulletin 107, so we will know what you want.

Reversible wringer, best made, safety release, extra length springs, easy control, tub has bottom outlet with brass faucet, pulley on left side, babbitted shaft bearing, high-class throughout. Also made in electric type.

Sold by Canadian jobbers.

AUTOMATIC ELECTRIC WASHER CO., Inc.
NEWTON, IOWA, U.S.A.



The HERO Trolley House Door Hanger

R-19 or W-119

Header is furnished with track

ADJUSTABLE TRACK

BALL-BEARING, FIBRE WHEELS

You can sell the HERO within a dollar of the price of the Flat Track Hanger.

We will write your customers about this if you will send us their names.

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.



ORDER STANLEY No. 3000

"TWINROLD" COILED DOUBLE

Self-Tightening Box Strapping

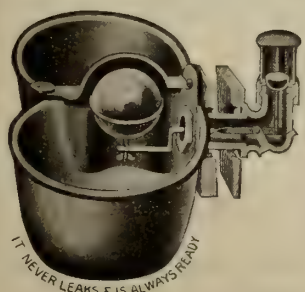
See page 95

The Stanley Works, New Britain, Conn.

Canadian Representatives: A. MACFARLANE & CO.
CORISTINE BUILDING, MONTREAL

HANDY AUTOMATIC HOG WATERER

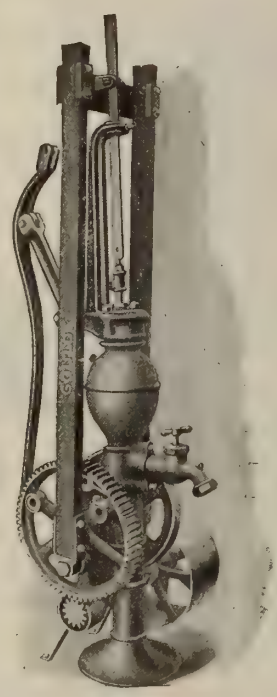
Never Leaks—Is Always Ready



Attached to tank, barrel or pipe.
Waters several hundred hogs daily.
Can be adjusted on tank or barrel without tools.
Note Simplicity of construction. Made entirely of metal.
Will last a lifetime with care.
More HANDYS sold yearly than all other makes combined. ORDER A SAMPLE LOT and you will DISCOVER WHY.



NOVELTY IRON WORKS
STERLING, ILLINOIS, U.S.A.



Pumps of All Kinds

We will gladly help you to choose the right pump for your service or that of your customer. Our experience placed, through you, at the disposal of your customers will give them that service which will make them permanent, profitable patrons.

Goulds Reliable Hand Pumps and Fairbanks-Morse Water Systems

will solve any pump problem most economically and to the lasting satisfaction of your customers. Built on common-sense lines, they are designed for durability and ease of operation.

Write at once for information regarding your particular problem.

The Canadian Fairbanks-Morse Co., Ltd.

Montreal Toronto Winnipeg Calgary Quebec
Ottawa Regina Edmonton St. John Hamilton
Saskatoon Vancouver Ft. William Victoria

Canada's Departmental House for Mechanical Goods

DAVIDSON'S NON-EXPLOSIVE
Premier Underwriters Safety Gasoline Cans

Specially made for Gasoline, Benzine, Alcohol and all highly inflammable explosive liquids. Saves 30% Evaporation, and preserves the volatile qualities of the oil or spirits.



Strong and Superior Construction—Finished in a beautiful Japan Red.

The principle of this Can for safe storing of Gasoline depends upon the same fire-stopping property of wire gauze that gives absolute safety in use, to the celebrated "Davy" mining lamp. *The brass tube* extending into the tank is covered at its base by wire gauze and is sealed at the top by an automatic valve which practically makes it air-tight. If fire occurs near or or around the tank and excessive gas is formed by the heat, this valve opens automatically and allows the dangerous gas to escape.

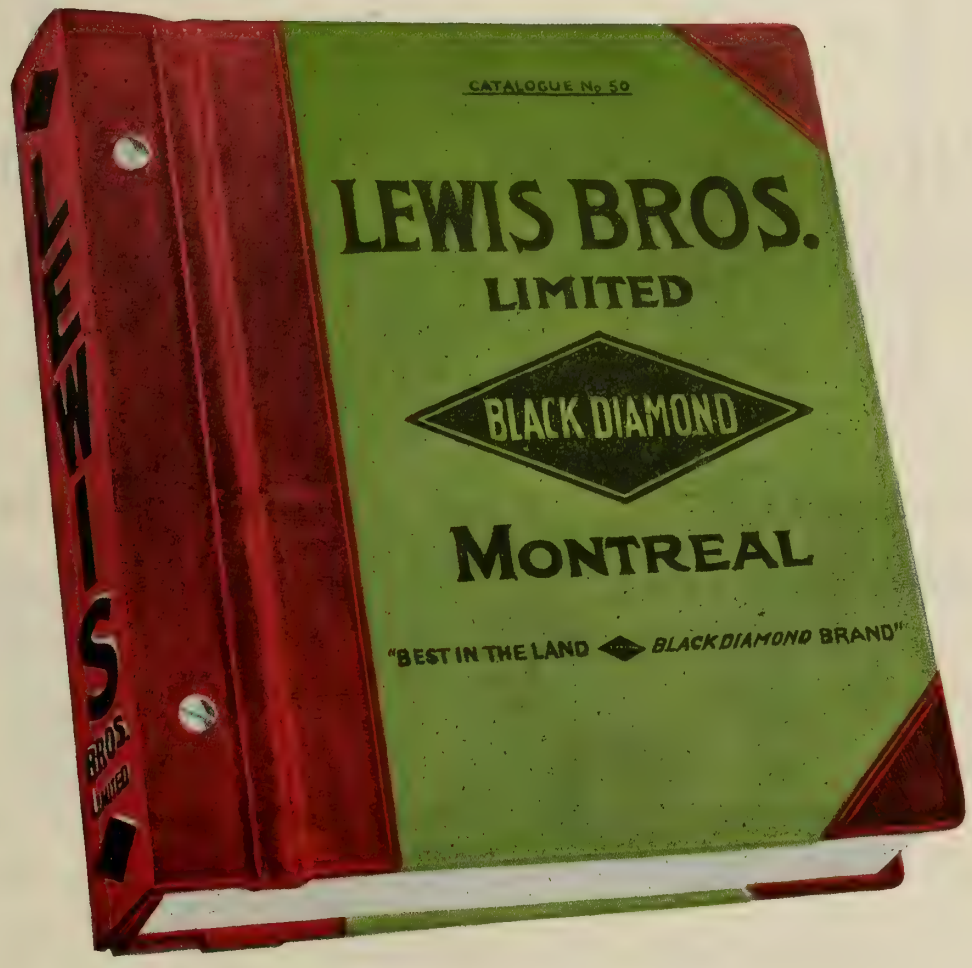
In case contents of Can are ignited the vapor escaping through the gauze-protected tube will burn quietly and harmlessly at the orifice without exploding.

Tested by the most competent Engineers and accepted by the Underwriters, its use is therefore a positive safeguard to human life and property, and will reduce your insurance rates to the minimum.

—Three Sizes—
1, 2, and 5 gallon.
Write for Prices.

The Thos. Davidson Manufacturing Co., Ltd.

Montreal Winnipeg Toronto



We want YOU to have a copy of our new book. It's yours for the asking. You may be in need of a few lines. Send us the order and we will enclose a copy, or if you don't need anything drop us a card and we will send it by express.

The most complete Hardware Catalogue ever issued by a Canadian House. Covers 1,350 pages, 8,000 illustrations. The greatest possible help in making up mail orders. Write to-day.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

What is Your Favorite Department in the Hardware Business?

Do you make a "fad" of any of your departments?

Is there any particular class of goods on which you are hungry for more information?

Write and tell us what it is. Tell us something of your ideas for buying, displaying, advertising and selling in your pet department. Let us know on what phases of the subject you wish more light.

These suggestions will help our editors to draw up the list of contents for our Annual Fall Number, to be issued August 22.

We want to make this the finest of all the Annual Numbers we have issued in our 26 years of experience.

Your ideas will help, and help wonderfully.

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Montreal, Toronto, Winnipeg, Boston, New York, Chicago, London, Eng.

SMP "QUALITY" TRADE MARK

S M P
HEAVY STEEL BUCKETS



No. 140



No. 160

HOT GALVANIZED

Think of pails made of 24-gauge steel plate, wired on the top edge with ¼" rod, with ¼" bails and handsome wood handles and finally—dipped one by one in a bath of pure molten spelter,—free from dross.

You are then thinking of No. 140 and No. 160 **S M P** heavy steel buckets. Recommend them to *all* your customers for *all heavy work*.

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Kynoch's Loaded Shot Gun Shells

BONAX



Smokeless

Loaded with K. S. G. Smokeless Powder

12 GAUGE, SIZE OF SHOT BALL SSG AA BB 1. 2. 3. 4. 5. 6. 7. 8.
16 GAUGE, SIZE OF SHOT BALL SSG — BB 1. 2. 3. 4. 5. 6. 7. 8.
20 GAUGE, SIZE OF SHOT 1. 2. 3. 4. 5. 6. 7. 8.
NO. 1. SHOT AND SMALLER CHILLED, 25 in a BOX, 500 in a CASE.

KYBLACK



Black

Loaded with Kynoch Black Powder

10 GAUGE, SIZE OF SHOT BALL SSG AA BB 1. 2. 3. 4. 5. 6.
12 GAUGE, SIZE OF SHOT BALL SSG AA BB 1. 2. 3. 4. 5. 6. 7. 8.
16 GAUGE, SIZE OF SHOT BALL SSG — BB 1. 2. 3. 4. 5. 6. 7. 8.
20 GAUGE, SIZE OF SHOT BALL SSG — BB 1. 2. 3. 4. 5. 6. 7. 8.

All K.B. Shells Loaded with Drop Shot, 25 in a box, 500 in a case.

Kynoch loaded shells may be procured from your jobber.

For the convenience of the trade we are carrying a large stock of all the above loads in Montreal.

Write for a copy of our Ammunition Catalogue.

KYNOCH LIMITED, BIRMINGHAM, ENGLAND

Canadian Representative:

A. MACFARLANE & CO.

Coristine Building, Montreal

The "CAVALIER" Single Shot Gun

is made specially for us. Do not confound it with some of the cheap, common ones now on the market, for it is a much superior article. Barrel is decarbonized steel, fine case-hardened frame, oil-finished walnut stock, 12, 16 or 20-gauge.



The "Cavalier"

The STERLINGWORTH
No. 41 Double Barrel Gun

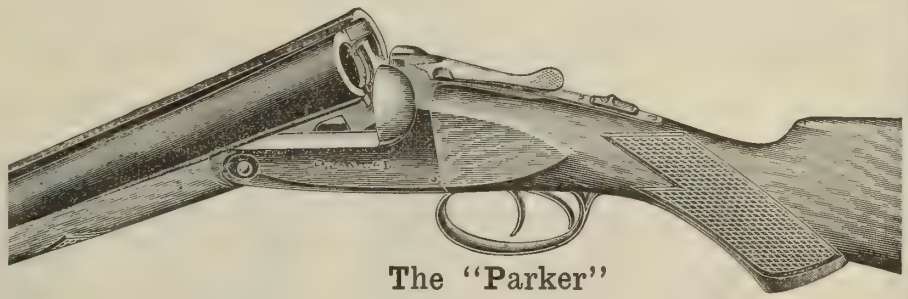
is another line high in quality and well finished. Compressed fluid steel barrels, fine walnut stock, tapered locking bolt, coil springs, simple action, 12-gauge.



The "Sterlingworth"

THE PARKER

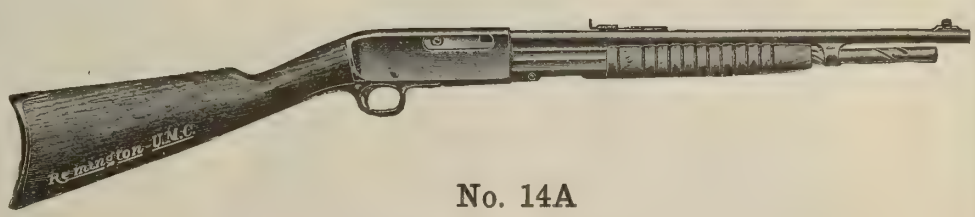
No. 0412 Double Barrel Gun. Trojan steel barrels, drop-forged steel frame and parts, American black walnut stock, 12-gauge. Parker's have had a reputation for years.



The "Parker"

REMINGTON RIFLES

Solid breech hammerless take-down pattern, ordnance steel barrel, American walnut stock. Weight 6¾ lbs. Six-shot capacity. 30 cal., 32 cal., and 44 cal., using Remington High-Power Rimless Cartridges.



No. 14A

Remington-UMC

New Arms Catalogue—Just out. Write for a copy

CAVERHILL, LEARMONT & Company
Montreal

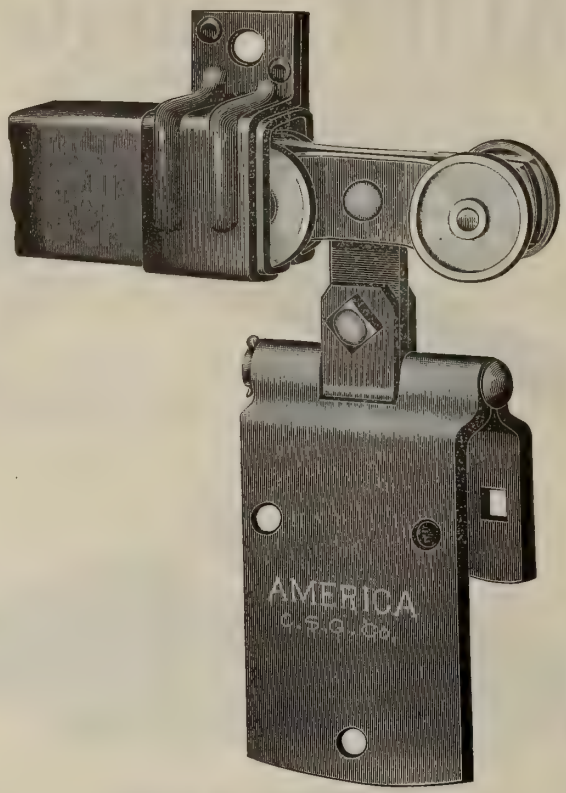
AMERICA TROLLEY HANGERS

Tandem Trucks.

Doors can swing out.

Universal favorite for Warehouse, Garage Factory and Barn Doors.

Packed—one pair in a box with screws and bolts and three brackets.



WEIGHT PER DOZ. PRS. 115 LBS.

Hardened Roller Bearings, very strong and well made. Lateral adjustments, anti-friction, forged-steel yokes and built for hard usage.

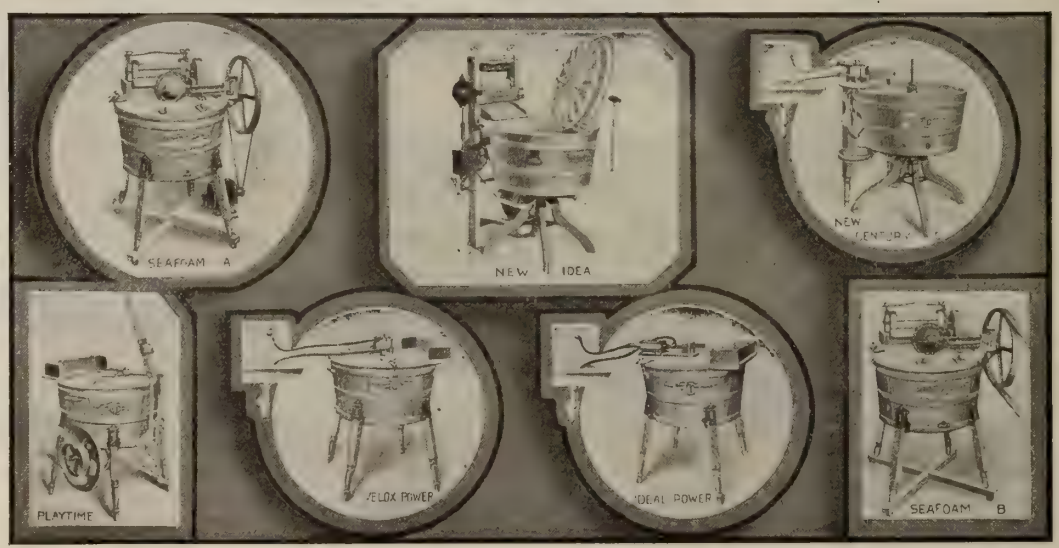
Rail brackets are corrugated and track is heavy.

Recommended to give satisfaction.

Canada Steel Goods Co., Ltd. **Hamilton, Ont.**

Magnets That Will Draw Warm Weather Business

MECHANICAL WASHERS AND WRINGERS



Electric Engine and Water Power Driven Machines that Embrace the Very Latest Features, including Swinging Wringer, Removable Tub, Etc.

Made by **CUMMER-DOWSWELL, LIMITED, Hamilton, Can.**

Agents—W. L. HALDIMAND & SON, MONTREAL H. F. MOULDEN & SON, WINNIPEG

The Steel Company of Canada, Limited

Hamilton, Ontario

We carry a large stock of Standard sizes from 1/8" to 12" (inside diameter) from which we can make immediate shipments of

WROUGHT PIPE

Agricultural Pipe
Bedstead Tubing
Conduit and Signal Pipe

Fencing Pipe
Railing Pipe
Steam and Gas Pipe





Black and Galvanized **Standard and Extra Heavy**

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a **Clean Surface,** free from blisters and other irregularities.

Uniformity is a quality found in our pipe, both in material and workmanship, which increases the life and usefulness.

The Thread is of **Even** and **Perfect** cut, which insures a snug fitting with the coupling.

Every length is tested to 600 lbs. pressure per square inch.

LEAD PIPE

MADE OF THE BEST PIG LEAD

Soil or Waste **Composition Gas Pipe** **Fountain or Aqueduct**

Sales Offices:

HAMILTON	**MONTREAL**	**TORONTO**	**WINNIPEG**
VANCOUVER	**VICTORIA**	**ST. JOHN**	**HALIFAX**

50 YEARS IN THE BUSINESS

It Pays to Meet This Demand

Every day, from coast to coast, there is a brisk, insistent demand for

NICHOLSON-MADE-FILES

Manufacturers, superintendents, purchasing agents and mechanics have learned by experience that these are the most efficient files—That they cut deeper, last longer, are more uniform in workmanship, and cost least to use.

For 50 years these files have been building up a reputation as a mighty good file. To-day, each sale means a satisfied customer and more profitable trade in files.

If you are not now benefiting by this demand for NICHOLSON-MADE-FILES, by all means get in line for your share of the business to-day.

OVER 50,000,000 FILES A YEAR

YOUR JOBBER can supply you with the small stock required.

BRANDS:

Kearney & Foot—Great Western—American—Arcade—Globe

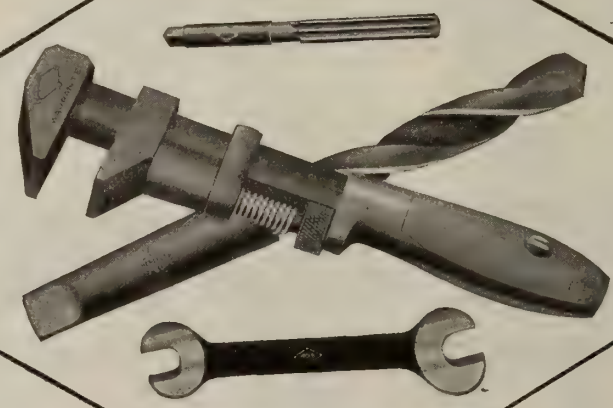
NICHOLSON FILE COMPANY

PORT HOPE, ONTARIO

WHITMAN & BARNES

TWIST DRILLS
CARBON AND
HIGH SPEED

WRENCHES
SCREW AND
DROP FORGED



W B

REAMERS
CARBON AND
HIGH SPEED

CO

COTTERS
CHISELS
PUNCHES, ETC.

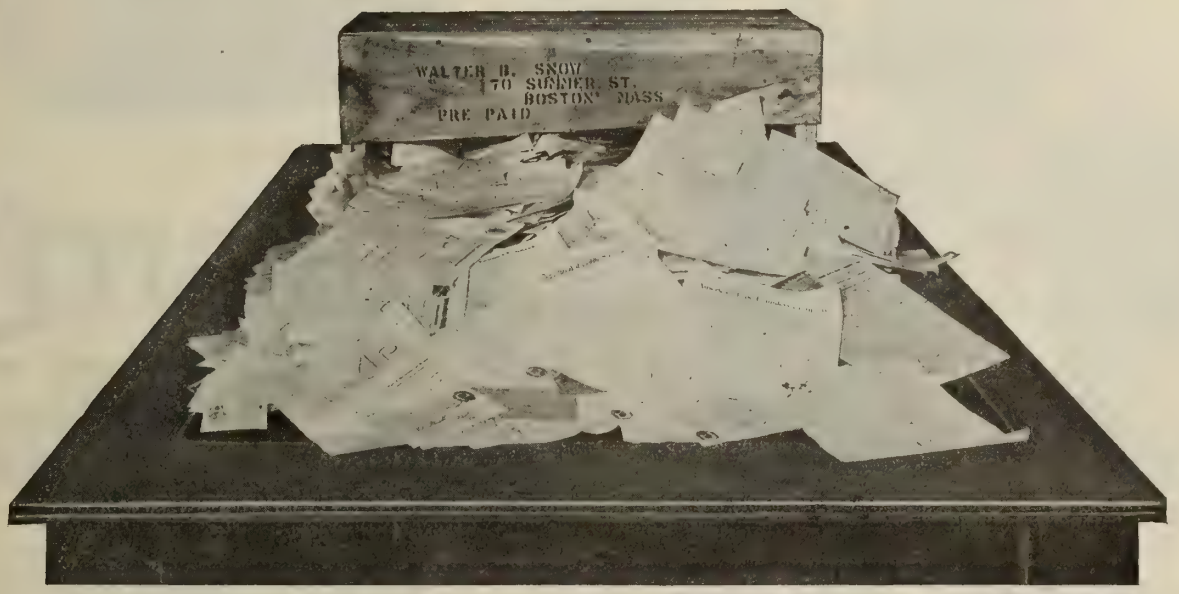
Users recognize "W & B" tool quality, backed by 60 years' uninterrupted manufacturing experience. Stock this established line and increase sales. If you jobber cannot supply, write us and we will see that you are supplied. Send for catalog No. 82-H.

THE WHITMAN & BARNES MFG. CO.

Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**

Starrett Sales Service



15,000 Requests for Starrett Catalogue

Last year we received 15,000 inquiries in answer to our advertisements in many papers. Nearly every inquiry is keyed so that we know what papers are pulling best and also which of our ads. appeal most strongly.

There are letters in this pile from all over the world and from all kinds of men — purchasing agents, foremen, superintendents, machinists, carpenters, chauffeurs, engineers, clerks, doctors, lawyers, and so on. Some requests come on letterheads of prominent companies, some from government department offices, some from municipal and state offices, some come on post cards and some on scraps of wrapping paper. But every man gets a catalog, and if there is a hardware dealer in his town, the dealer is notified of the inquiry and the man is told to go to that dealer. That is what we call "Sales Service" for the dealer.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

Is your stock of Starrett Tools ready to meet any request that comes? If not, stock up. Don't lose a sale because you are not prepared.

The L. S. Starrett Company

WORLD'S GREATEST TOOL MAKERS

ATHOL, MASS.

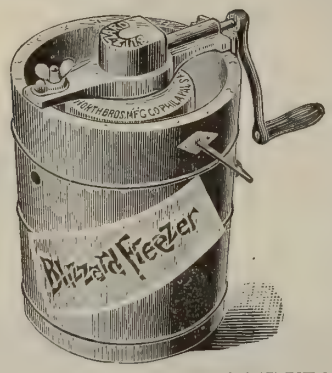
NEW YORK—150 Chambers Street **CHICAGO, Ill.—17 No. Jefferson Street**
LONDON—36-37 Upper Thames Street, E.C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Centre Testers, Clamps, Drill Blocks, Gages, Hack Saws and Frames, Levels, Micrometers, Rules, Scribers, Speed Indicators, Squares, Test Indicators, etc.

42-359







North Bros.' Freezers

Comprise the largest line built in any one plant—Hand Freezers, Machine Freezers, Confectioner's Freezers, etc.

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a freezer that has made good more than a quarter century—one that has won its way into the hearts of the housekeepers by service that satisfies, backed by quality that creates confidence in both merchant and manufacturer.

The BLIZZARD, being a low-priced freezer, makes a good running mate with either the GEM or LIGHTNING.

Now is the time to place your order.

Your jobber will supply you.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



DOMSTEEL WIRE Products

"From Ore to Finished Product"



WIRE NAILS

All Standard and Special Gauges

NAIL WIRE, RIVET WIRE
Straightened and Cut to Length

Specify "Domsteel Sterilized Blued Lath Nails."

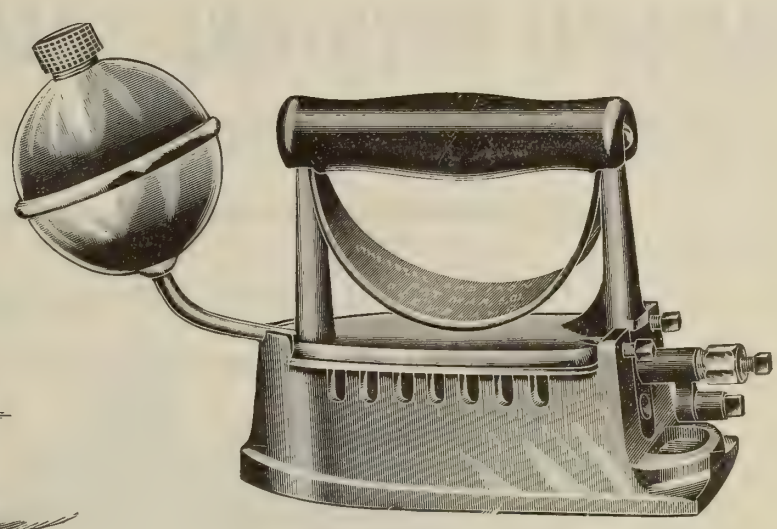
DOMINION IRON & STEEL CO. Limited

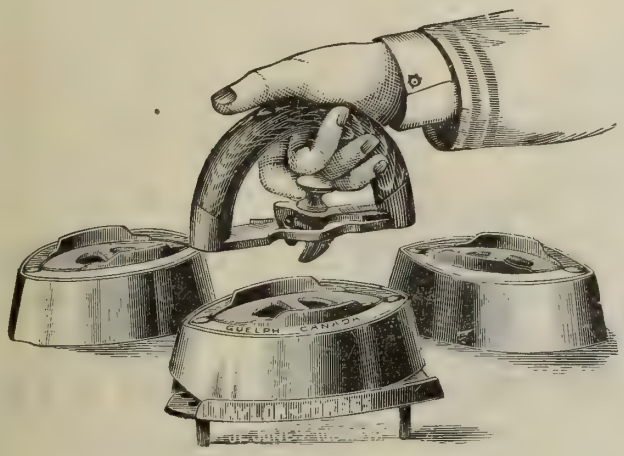
Head Office and Works
SYDNEY, N.S.

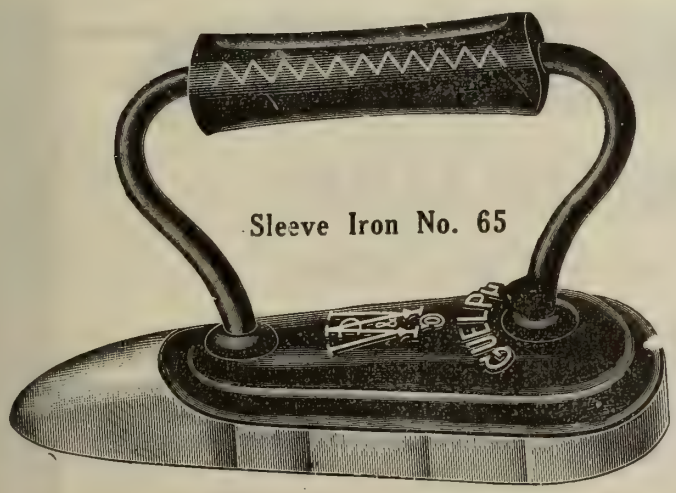
Sales Offices:
Sydney, N.S.; 112 St. James St., Montreal; 18 Wellington St. E., Toronto.

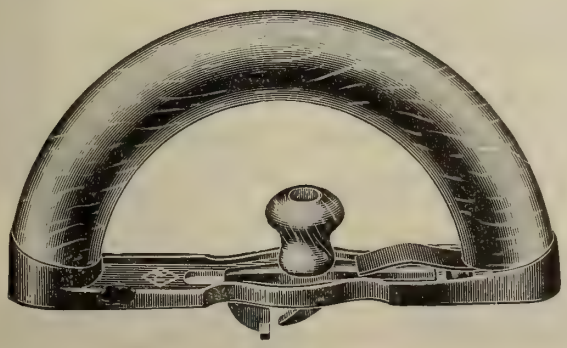
Mrs. Pott's Sad Irons

No. 50 — Nickel-plated.
No. 55 — Polished japanned top. Stands coppered.









The "IDEAL" Self-Heating Sad Iron

Is a good line to push in the hot weather. It does away with the necessity of lighting stoves and the resultant misery.

The "Ideal" is absolutely safe because each tank is tested to stand 175 lbs., while only 2½ lbs. pressure is on the tank when ironing.

Handle and operator are always cool, and the perfect combustion assures no gas.

Cost of operation is less than one cent a day for a family of five. Heat can be regulated to suit conditions. There is no possibility of scorching clothes.

Exposed parts are nickel-plated and polished, giving the iron an attractive appearance.

Sleeve Irons

Nickel face, plated top, with narrow point suitable for the finest work; lace, waists, etc.

Mrs. Pott's Handles

No. 1—Cast. No. 2—Malleable. Every handle guaranteed to fit every Taylor-Forbes iron.

If your Jobber cannot supply you, write us and we will ship immediately.

TAYLOR-FORBES CO.

LIMITED

Head Office and Works: GUELPH, ONT.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

APOLLO KEYSTONE GALVANIZED SHEETS

COPPER BEARING WEATHER WEARING RUST RESISTING

The best sheets on the market for Roofings, Siding, Guttering, Cornices, Pipe, etc., and for all exposed Sheet Metal Work.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building MONTREAL

Traders Bank Building TORONTO



YES, SIR—MR. DEALER!

We ship the day we get the order.

We can do this because of the enormous stocks we carry at Oshawa and all Branches.

METAL— SHINGLES ROOFING SIDING CEILINGS TROUGH PIPE FITTINGS

IF YOU WANT MODERN GOODS AT RIGHT PRICES, SEND US YOUR ORDER AND BE SAFE!

THE PEDLAR PEOPLE, LIMITED

ESTABLISHED 1861

OSHAWA, ONTARIO

MONTREAL TORONTO OTTAWA LONDON CHATHAM WINNIPEG

Everything in Sheet Metal for Buildings. 47F

Your Customers are Tired

of Eating Unsatisfactory Noon Lunches

Display these Lunch Kits in your window and watch them spread through your town—to **Your** Profit.

Prices, without Aluminum Trays:

No. 10, Tan, $2.25

No. 310, Black, $2.25.



Prices, with Aluminum Trays:

No. 20, Tan, $2.50

No. 320, Black, $2.50.

The "Universal" Lunch Box
with Vacuum Bottle

is eagerly bought by **Workmen, Office Clerks, Farmers,** everyone who has to eat the noon lunch away from home. It brings fresh home cooking with a hot or cold drink to the outside luncher. It is strong and handsome; made of sheet metal, finished in brown or black enamel. Food Drawer has self-locking catch and is well ventilated. Nos. 20 and 320 have aluminum trays for semi-liquid food.

The Vacuum Bottle furnished with every "Universal" Lunch Box is first-class in every respect. Keeps cold liquids cold 3 days and hot liquids hot 24 hours.



The Glass Filler is protected from breakage by the Metal Spring container. The cap of the case has folding handles for its use as a Drinking Cup.

The "Universal" Lunch Box is Sanitary and Easily Kept Clean.

THIS BRAND INSURES A LUNCH BOX THAT WILL SELL QUICKLY AND GIVE SATISFACTION.

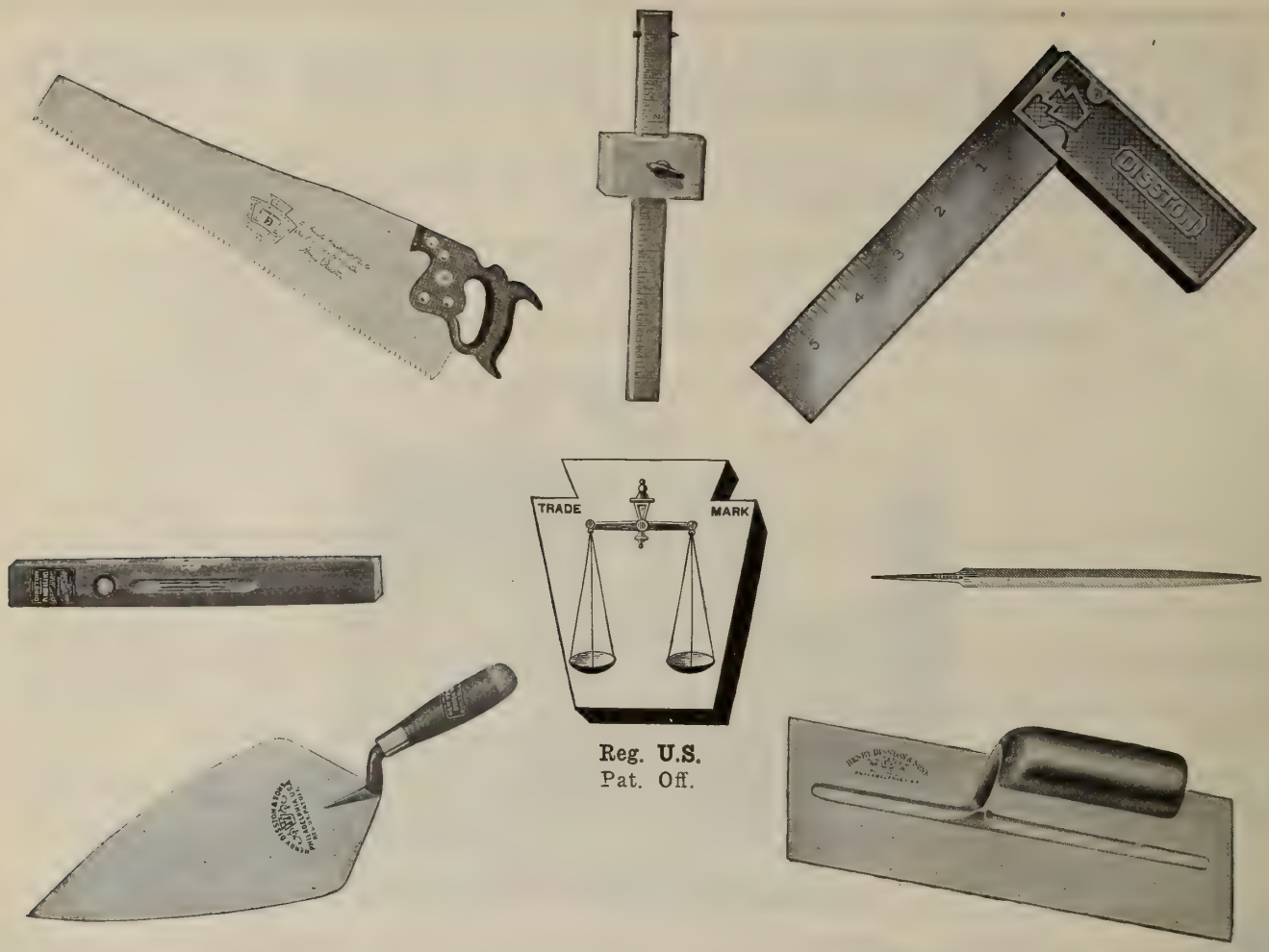


UNIVERSAL

WRITE TO YOUR JOBBER FOR PRICES OR DIRECT TO US.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.





Reg. U.S.
Pat. Off.

The Disston Standard of Quality Applies to Every One of Their Products

From the beginning, 74 years ago, a high standard was set for Disston Brand Goods. This standard has been raised to keep pace with the advance of the times. So high is this standard that both dealers and mechanics have come to look upon a Disston Saw or Tool as the standard by which to judge all others.

Henry Disston, himself a finished mechanic, insisted upon sending his sons into the shop to learn the business as he did. Realizing the importance of this early training, his sons in turn placed their sons in the shops until they thoroughly understood the manufacturing end of the business.

This means that the sons and grandsons of Henry Disston, who to-day manage the great business which he established, are all practical men. They know the business from the ground up, which assures a maintenance of the efficiency and high quality of all products manufactured by the Disston Works.

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works

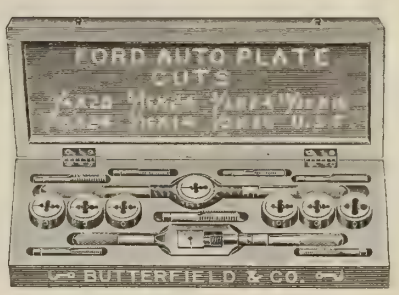
PHILADELPHIA, U. S. A.

Canadian Works, Toronto, Canada

The Largest Works of the Kind in the World

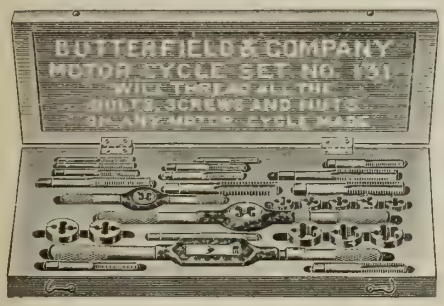
50 Acres **58 Buildings** **3600 Employees**

Automobile Screw Plate For Ford Model "T"



This Screw Plate is particularly adapted to the **Ford.** but it also matches the threads used in practically all of the medium-priced Cars.

No repair shop is complete without one of our **Motorcycle Screw Plates.** Motorcycles have threads not found in the usual assortment. You get them all in this set.



Do our friends the Dealers realize that there is a handsome profit for them handling our Screw Plates?

Butterfield & Co.
Rock Island, Quebec

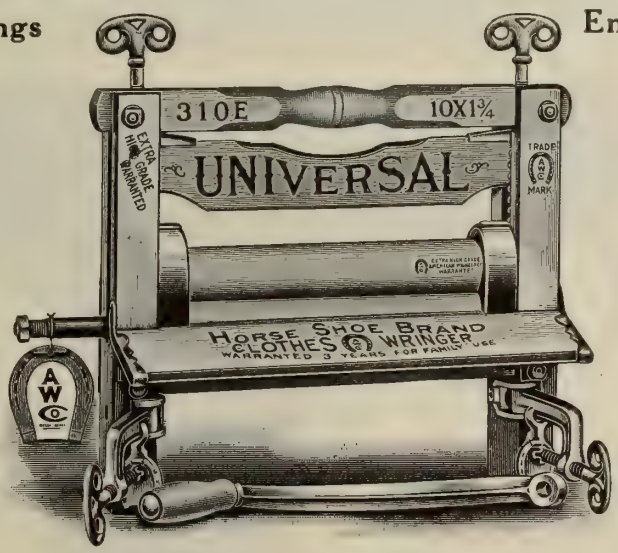
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/4 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

A Customer Said to Our Salesman

MY GRANDFATHER started this business, and he used _____ drills.

MY FATHER followed him, and he used_____drills.

I succeeded Father, and I am using them too.

They have given us satisfaction for **Half a Century,** but I will give yours a trial.

He now uses

WILT DRILLS



YOU carry goods in stock, not merely because **Your Father** carried them and perhaps also **Your Grandfather,** but because they give satisfaction. **WILT Drills will satisfy your customers.** They are properly made—scientifically hardened.

YOU CAN SELL THEM.

Ask for the catalogue and prices.

THE WILT TWIST DRILL CO. OF CANADA, LIMITED

WALKERVILLE, - - ONTARIO

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

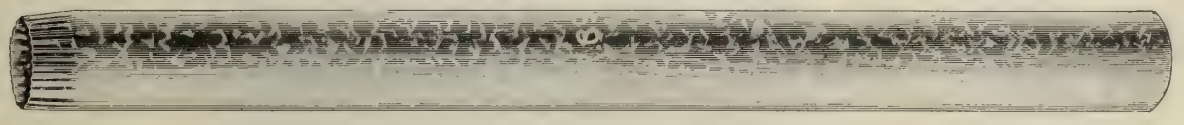
Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.



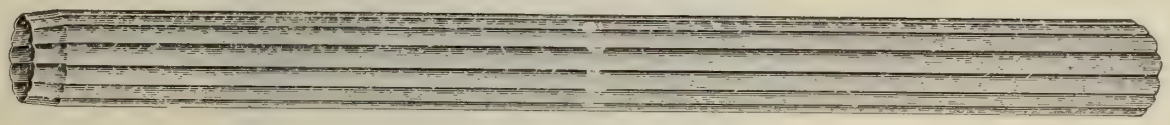
"Metallic" The Best Eavestrough

When you stock any Metallic building material you simply insure a quick turnover and a profit you'll like. "Metallic" Eavestroughs, 10 feet long, are made of the best quality of galvanized sheets, on heavy machines, every length guaranteed to fit perfectly. Our trough is die made. No dab marks. We also make Conductor Pipe—corrugated or plain, in ten-feet lengths.

N. B.—"**Prompt shipment guaranteed.**



Plain, Round or Corrugated Conductor Pipe—Size 2, 3, 4, 5 and 6" diameter.



The Metallic Roofing Co. of Canada, Limited

Manufacturers

TORONTO and WINNIPEG

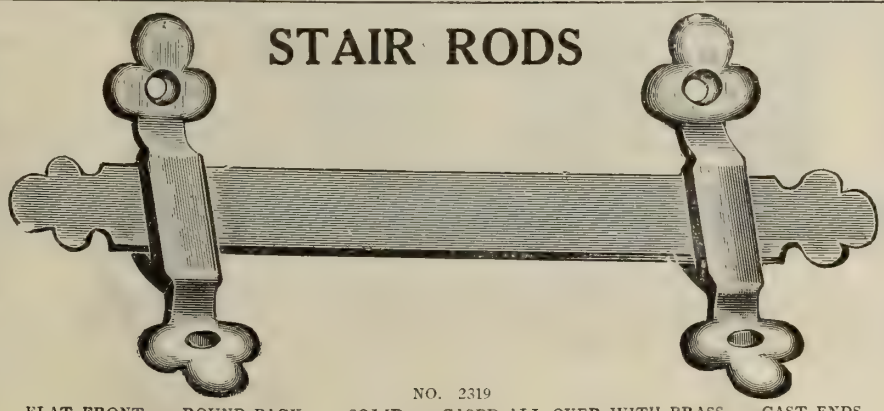
BRASS FOUNDRY

STAIR RODS
STAIR EYES

CASEMENT
MUSLIN
ROD FITTINGS

WRITE
FOR LIST

STAIR RODS



NO. 2319

FLAT FRONT. ROUND BACK. SOLID. CASED ALL OVER WITH BRASS. CAST ENDS.

MADE ½ IN. AND ¾ IN. WIDE. ANY LENGTH

G.B. BIRCH

CHEAPSIDE
BRASS FOUNDRY
BIRMINGHAM
ENGLAND

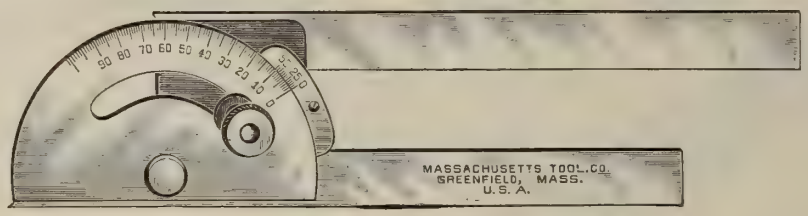
Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

Goodell-Pratt's



DRAUGHTSMAN'S PROTRACTOR NO. 50

Lies flat on the board.
Vernier to read 5 minutes.
Show one to a draughtsman, and you have made a sale.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

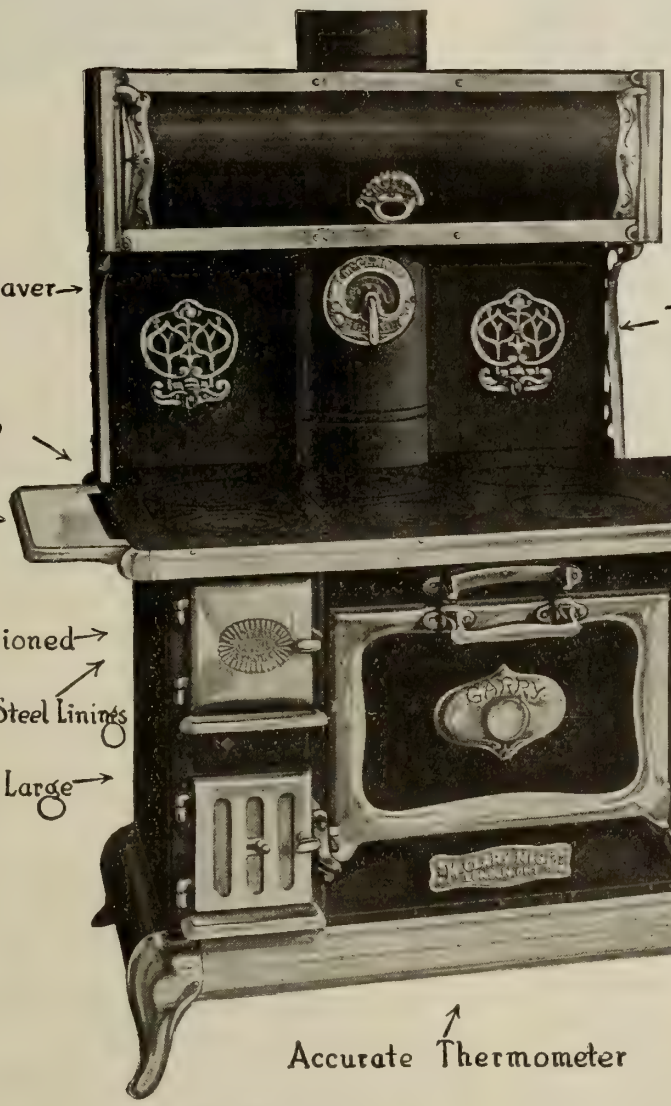
ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

Adopt the highest standard of practice possible by selling standard goods only. It saves you trouble and loss of trade explaining away failures. A range that will meet a standard test is

McClary's

"GARRY" STEEL RANGE.



Its appearance is always attractive—No gawdy trimmings to tire the eye.
The Base is heavy—holds the range rigid.
The firebox linings in nine pieces—McClary's famous semi-steel makes them practically indestructible.
The Ovens are 18-inch and 20-inch—full size, means no difficulty in roasting largest joints.
The reservoir is a copper one—will never rust.
The flue construction is perfect—it utilizes all the heat by forcing it twice round the oven.
And the price is moderate—it's so moderate as to clinch your prospective sales. A postal request for more information will be gladly given prompt attention.

"McClary's" on goods is a Quality Name.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON

YALE



$15,000 in Cash Prizes

for the best window displays of the products of members of Rice Leaders of the World Association

Canadian Yale & Towne Limited is a member of the Rice Leaders of the World Association—an association of manufacturers who are the acknowledged leaders of the world in their particular fields.

This association is offering to dealers everywhere $15,000 in Cash Prizes for Window Displays.

Write us for full particulars and information as to the conditions governing this National Window Display Contest. You will be interested.

The grand prize is . $2000
The second prize is . $1000
The third prize is . $ 500
And 460 other prizes amounting to $11,500

Let us cooperate with you in trying to win one of the 463 cash prizes by furnishing you with information and data that will help you to get up

An Unusual and Striking Window Display of Yale Products.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware and Door Closers

General Offices and Works: St. Catharines, Ont.



Many a day's profit is lost

through forgotten charges and overlooked accounts.

And many an hour of your time is being wasted

as well as much energy by the old method of keeping books

The McCaskey Account System

Prevents forgotten charges, keeps close tab on slow-pay customers, and keeps accounts posted up to the minute, with NO NIGHT WORK.

More than 100,000 merchants in all lines of trade have adopted this system and plugged their old profit leaks.

If your business is worth having it's worth protecting.

Learn all about the McCaskey Account Register.

Send Coupon for full information.

DOMINION REGISTER CO., LIMITED
Toronto, Ontario

Gentlemen:—I'm willing to learn more about the McCaskey. Please send catalogue.

Name.....

City..... *Prov*.....

Business.....

Lundy Shovels

will give your customers a maximum of service and satisfaction.

They are made of Open-Hearth Crucible Steel and have **double-ply** straps and **cold-rolled** blade point. These are reasons why the Lundy is exceptionally strong and durable. You'll take out the best insurance against complaints and lost customers if you stock and boost these shovels.

We make 3 grades so as to completely meet the demands of the trade.

Each and every grade is finished very attractively.

A trial of the Lundy will convince you of its excellent selling qualities.

If your jobber cannot supply you, write us and **we'll ship quickly.**

The Lundy Shovel & Tool Company, Limited

General Office and Works: Peterboro, Ont.

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse, of Alberta, Ltd., Calgary; B. C. Equipment Co., Vancouver, B.C.; Colonial Varnish & Color Co., 20 Francis Street, Toronto, Ont.

We Help You to Take That Holiday!

IF you want to earn some extra money so you can take a vacation, a holiday this summer, we will help you. You supply a few hours of your spare time each week and we will supply the money. There are many people in your district who will read

MACLEAN'S MAGAZINE

if its real character is explained to them. They will readily subscribe if you ask them.

ON each subscription we allow you a liberal commission. By giving three or four hours a week to this work you can earn several hundred dollars a year.

YOU will enjoy the work and will find it one of the best experiences you can get. We teach you how to SELL, how to approach men and get their orders. All you supply is a little spare time and work.

SEND a postal card to-day, asking us to show you how we can help you earn a holiday trip this summer.

Circulation Department

MacLean Publishing Co., Limited

143-153 University Avenue, Toronto, Canada

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The

R. McDougall Co., LIMITED

GALT, CANADA

SATISFIED CUSTOMERS QUICK TURNOVER

are the results in selling

STILL'S AXE and PICK HANDLES

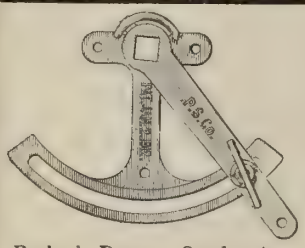
Made of the Choicest Hickory and Nicely Finished.

WRITE FOR PRICES.

J. H. Still Mfg. Co.,

LIMITED

ST. THOMAS, ONTARIO



Parker's Damper Quadrant.

The Most Perfect and Practical Device yet Designed for Controlling Dampers and Deflectors--

that's Parker's Damper Quadrant.

Has only two parts—lever and frame. The lever locks right onto the frame, doing away with the need of drilling and the use of pins, springs and nuts. You can appreciate how much time and labor this saves.

Made of malleable iron and brass in four sizes. Can be fitted to either round or square ducts. Literature?



Parker
Damper Rod Clips.

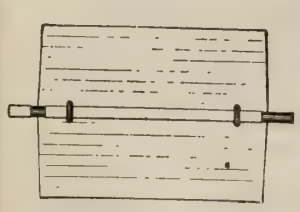
Mighty Practical Things—These Clips

They solved for good the troublesome problem of attaching rod firmly to damper without drilling and consequent weakening of the rod.

Their use affords the easiest and quickest way of constructing a durable damper.

Five sizes for square rods.

Write for Literature.



Showing Rod attached to Damper by Two Parker Damper Rod Clips.

PARKER SUPPLY CO.

Manufacturers of Engineers' and Sheet-Metal Workers' Specialties.

521 W. 45th St., New York

A Demonstration Makes a Sale



MAXIM SILENCER

The Maxim Silencer has aroused more interest and received more publicity than any other invention in the firearms field for years. This insures numerous and steadily-growing sales to the dealer who sells it—and makes known to his customers the fact that he sells it.

We help you sell and demonstrate the Maxim Silencer in your store. We furnish you, without charge, with a striking store sign, folders, and other helps. And we advertise persistently in sporting and outing papers, farm journals and other publications which reach rifle owners in city and country.

You can sell a Silencer with every rifle bought in your store—in addition to selling present rifle owners in your territory. Every sale means an **extra** profit.

Ask your jobber; or write to us for full particulars, prices and discounts.

Maxim Silencer Co., **104 Huyshope Ave.**

Hartford, Conn.



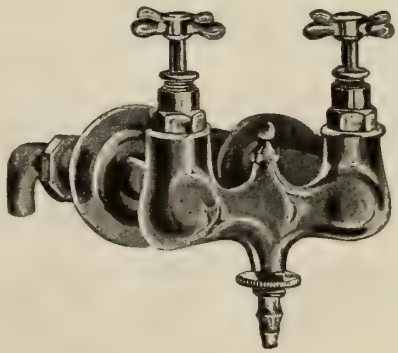
The Cushion-Disc Bibb

You can't sell better Bibb Cocks than

MORRISON'S

Because no better Bibb Cocks are made

You can sell Morrison Bibbs to anyone and be sure of the result—a satisfied customer—at least in the matter of faucets. That's the assurance that goes with our J.M.T. trade-mark. Take a good look at that J.M.T. triangle—it's all you need to care about in handling bibbs, cocks and plumbing brass goods. We take care of everything else—design, quality, finish, service. And our prices are right, too. We manufacture a full line of Compression and Fuller Bibbs, and Plumbing Goods of every description. Full particulars submitted upon request.



A GUARANTEE TRADE MARK J.M.T. REGISTERED OF SATISFACTION.

The James Morrison Brass Manufacturing Company, Limited

93-97 Adelaide Street West, - Toronto, Canada

ANGLES TEES CHANNELS SPECIALS

STRUCTURAL STEEL

Three reasons why our business is growing steadily, viz. :—

PRICES ARE RIGHT QUALITY UNIFORM
SERVICE UNEXCELLED

We carry **2000 tons** of equal and unequal Leg Angles, Tees, Small Channels, Short Diamond Sunk Pattern Checkered Plates and Galvanized Sheets.

Write, Wire or Phone Us Your Requirements.

STEFFENS & NOLLE, LIMITED

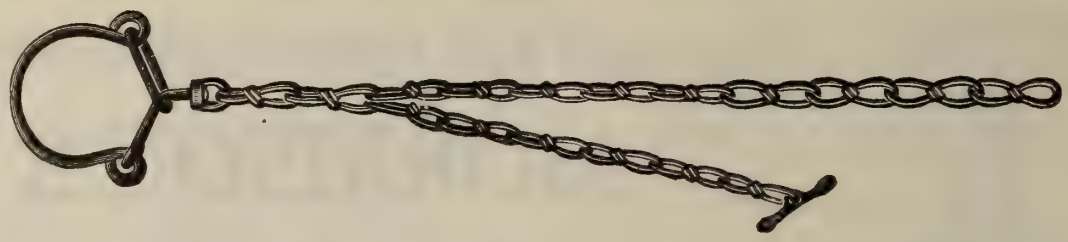
Office—803 Shaughnessy Building Warehouse—137 Prince Street
MONTREAL

Agents for Mannstaedt and Cie

Ornamental Iron Mouldings, Safety Treads, Ornaments, Rosettes, etc.

Catalogues and Stock Lists on Application.

CHECKERED PLATES



GREENING'S COW TIES

are the

Lightest, Strongest, and Best Chains on the market.
Made in six styles and six sizes.
Also Halter, Dog, Kennel, Tie Out and Trace Chains.

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.

BUILDING PERMANENT TRADE

Is Easy If You're Handling

RONUK FLOOR POLISH

Ronuk produces a beautiful, durable finish and is easy to apply and keep polished. It is sanitary, preserves the wood, and never requires scrubbing. It will make every purchaser of it your permanent friend.
Ronuk is being extensively advertised throughout Canada, and dealers are being helped in every way.
Ronuk sells at 10c, 20c, 35c and $1.00 the tin.
For further information, prices, samples, etc., write

BY APPOINTMENT TO HIS MAJESTY THE KING.

The use of Ronuk in the Royal Palaces and the following large institutions attests its superiority:

New Central Y.M.C.A. - - Toronto
Notre Dame Congregation - Montreal
Appleby School - - - Oakville
Seminaire de Quebec - - Quebec
City Hall - - - - - - Quebec
New Private Patients' Wing,
New General Hospital - Toronto
C. P. R. Dining Rooms - Montreal

And many others, a complete list of which will be sent on request.

RONUK LIMITED

Factory: Portslade, England **91-93 Youville Sq., Montreal**

Canadian Head Office:

53 Yonge St., Toronto

40

WHOLESALE DISTRIBUTORS:

Cochrane Hardware, Limited, at Sudbury, Sault Ste. Marie, and North Bay, Ont.; The Marks, Clavet, Dobie Co., Limited, Port Arthur, Ont.; Chapples, Limited, Fort William, Ont.; The J. H. Ashdown Co., Limited, Winnipeg, Man.; The Brandon Hardware Co., Limited, Brandon, Man.; Millar Hardware Co., Limited, Portage la Prairie, Man.; Armstrong, Smyth & Dowswell, Limited, Regina, Sask.; The Wildren Moir Sales Co., Edmonton, Alta.; Douglas & Co., Limited, Amherst, N.S.; Sumner Co., Moncton, N.B.; Manchester-Robertson-Allison, Limited, St. John, N.B.; Robertson, Foster & Smyth, Limited, St. John, N.B.; W. H. Thorne & Co., Limited, St. John, N.B.

You're in a splendid position to know what renovating and building is going to be done.



If it's a case of new ceilings or side walls, there is an excellent opportunity for you to make big money by being our agent for

Metal Ceilings and Side Walls

The quality and workmanship of this product makes it long-lasting and very attractive.

If you supply us with names of good prospects we will send them strong business-pulling letters and refer them to you.

You do not have to carry a large stock as we guarantee quick shipments.

Every sale that you make for us nets you big commission. Write us for our proposition.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

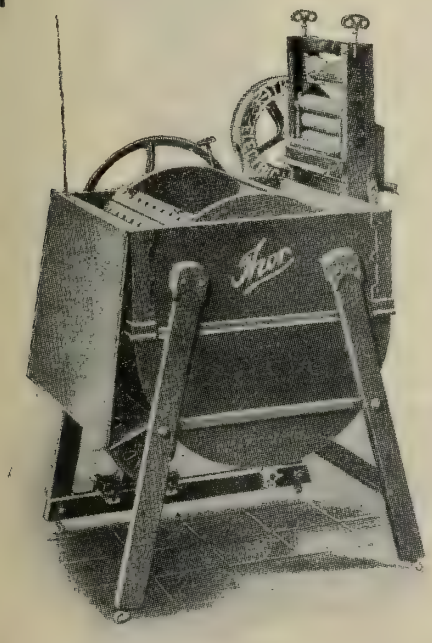
Head Office: PRESTON, ONTARIO

CONSOLIDATED FACTORIES AT
MONTREAL, TORONTO, PRESTON, WINNIPEG, SASKATOON, EDMONTON, REGINA, CALGARY

Associated with THE A. B. ORMSBY COMPANY, Limited, Toronto and Winnipeg

—THOR—

Electric Washing Machines



THE THOR—

Saves time, labor and expense.

SAVES CLOTHES—

The Thor will last a lifetime. There are no delicate, easily broken parts. It is bolted and braced, and reinforced to withstand harder wear than it will ever receive.

ABSOLUTELY GUARANTEED
Over 70,000 Thors in use to-day.

The Mainer Electric Company, Limited

WINNIPEG, MANITOBA

The Largest Electrical Supply House in the West.

The Niagara Pattern

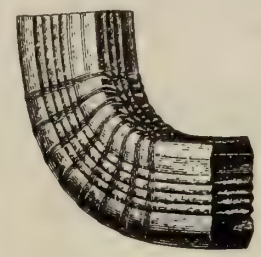
This pattern is exceptionally graceful and pleasing in outline, and the design has the artistic simplicity of the best modern craftsmanship.



Actual Size

our determination to maintain the highest standard and the attention given to every trifling detail in the manufacture of our silverware mean highly pleased customers.

The McGlashan, Clarke Co., Limited
Niagara Falls, Canada
Sales Manager, Mr. N. F. Gundy, 61 Albert St., Toronto, Ont.



Our square corrugated pipe is having a big call from customers who have used it before, try it yourself and be in the swim.

Eavestrough, conductor pipe, elbows, valleys, ridge roll, skylights, ventilators and **Corrugated Iron.**

We ship while others are thinking about it.

WHEELER & BAIN **TORONTO**





PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

Every Progressive Hardware Dealer Should Stock the "Bayard" Automatic Pocket Pistol



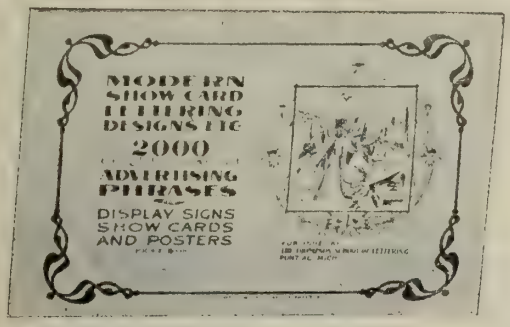
The "Bayard" 32 cal. pocket pistol is only 4¾ in. long, 3⅜ in. high, ⅞ in thick, weighs about 16 ozs. and has an initial velocity of 837 feet per second; will penetrate 4 inches of pine at 10 yards, and three inches of pine at 100 yards. Insist on your jobber supplying you with the "Bayard," or write for descriptive booklet.

McGill Cutlery Co., Reg'd., P. O. Box 580, Montreal

INCREASE YOUR TRADE

BY

Modern Show Card Lettering, Designing, Etc.



SIXTH EDITION---NOW READY

WITH THIRTY-TWO ADDITIONAL PAGES TO THAT OF FORMER EDITIONS

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

All orders payable in advance. If you do not find this book worth the price return it inside of five days and get your money back.

The price of the Book is $1.00
delivered to your address postpaid

Page size of book 6x9 in., 144 pages

The MacLean Publishing Co., Ltd.

BOOK DEPARTMENT

143-143 University Ave. Toronto



To satisfy your customers sell them Genasco Roofing with the Kant-leak Kleet

Genasco is made of Trinidad Lake Asphalt. This is the asphalt with **natural** oils that keep it full of life and vigor, and make Genasco a lasting resister to rain, snow, sun, wind, heat, cold, and fire.

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

means **real** economy for customers. It is not only a lasting product itself, but the Kant-leak Kleet furnished with it makes the seams watertight without cement and prevents nail-leaks. This makes the roof in all ways proof.

Order Genasco of your jobber. Write us for full information and samples.

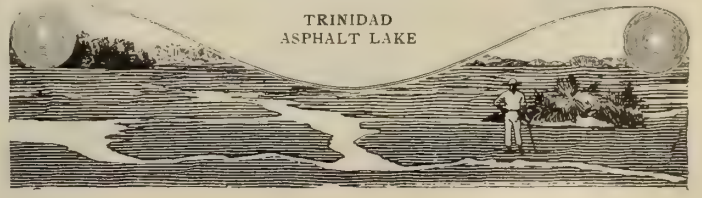
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The Cement with the Bulldog Grip

Not only a bull-dog grip in its use, but also a bull-dog grip on its users. Our customers are our fast friends, **and fast friends of our agents.** Drop us a line to-day for the proposition that will make some friends for your hardware store.

ALFRED ROGERS, Limited

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High Quality Tools

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You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

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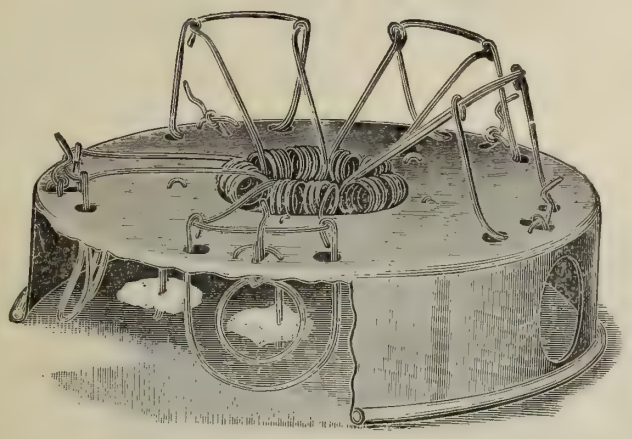
TO look back over the year's expenditures and to be able to say with truth that every purchase was made with wisdom, forethought and economy—

Isn't that something to be proud of—something to find satisfaction in?

The numerous ideas and information you'll find in the advertising columns of Sanitary Engineer will give you a sound basis on which to decide satisfactory purchases.

Look over the advertising columns **now** — while you think of it

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For Various Disagreeable Pests

MOUSE TRAPS—
Delusion—
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Sure Catch—
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RAT TRAPS—
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FLY TRAPS—
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FLY SWATTERS—
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Want Some? We Have Lots.

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Canadian Tube & Iron Company Ltd.
MONTREAL

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TRADE MARK BRAND

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Works: Lachine Canal

Best Shooters
at the traps and in the field
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BALLISTITE DENSE AND New Empire BULK Smokeless Powders

You can get them in any shell loaded in Canada. INSIST !



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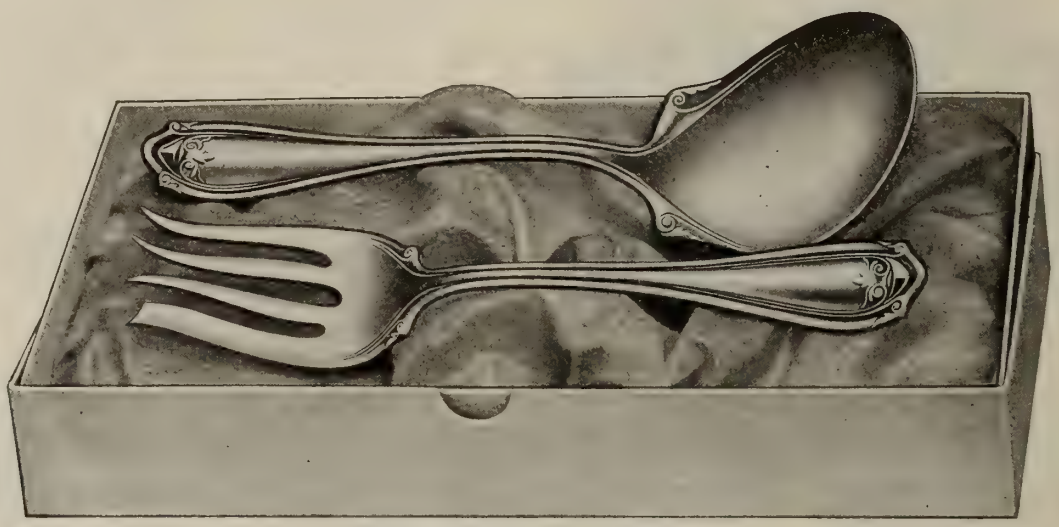
is one of the many that are reaching sportsmen.

Are you in a position to supply cartridges that are filled with these smokeless powders? If not, why not?

You should stock them at once, because our consumer advertising is certain to cause a growing demand.

Write for particulars.

Nobel's Explosives, Ltd.
244 Chambers of Commerce
WINNIPEG



"Abington" Berry Spoon and Cold Meat Fork

The Abington

pattern has won popular fancy. It is equally effective in large cabinets or, as shown above, in silk-lined boxes. Your customers are always in need of small gifts and the Abington pattern in our "Horseshoe" Brand will instantly appeal to them. The margin of profit on the "Horseshoe" line will interest you. Ask our traveller, or write for discount sheet.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JULY 18, 1914. No. 29

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MONTREAL

HARDWARE AND METAL

Vol. XXVI. JULY 18, 1914 No. 29

Adequate Supervision of Furnace Installation

Price-Cutting More Prevalent in This Than in Most Lines—Inferior Installation Work the Chief Difficulty—A Weeding Out of Incompetents Necessary for Self-Preservation.

Written for Hardware and Metal by Henry Lewis.

THE regulation of furnace installation has become a matter of such deep concern to retailers and manufacturers alike, that, failing any results from their own past efforts, it is time that they should invoke the aid of the authorities.

The condition that has arisen in some parts of Canada, particularly in the larger cities, such as Toronto, is the result of the increase in the number of stores that have gone into furnace installation in connection with the sale of stoves, etc. This fact alone would insure price-cutting, however competent the men might be; but when one considers that a large number of these dealers are utterly incompetent as furnace men, the situation is complicated tenfold.

There is undoubtedly a fair profit in furnaces, provided the retailers do the work in economical fashion, without any sacrifice of the customer's interest or the retailer's profit. Unfortunately, these profits have been overrated, and have in consequence excited the cupidity of men who are as much entitled to supervise the installation of a furnace as a hen is to row a boat. Overrating the probable profits, as uninformed people will, these men are the first to revert to price-cutting tactics as an order-getter.

The evils of price-cutting are too well known to need any indictment here, but the citation of one specific case that has to do with furnaces might serve the better to bring home to the guilty parties the folly of their course. A certain dealer, much against the wishes and advice of the manufacturer, took what should have been a one hundred and thirty dollar job for one hundred and fifteen. Two years afterwards that dealer, in quoting the standard price on this same installation to another man, some distance removed from the first buyer, was met by the complaint that it was a hold-up, because the first man had gotten the same furnace two years before for one hundred and fifteen. Upon investigation, this fact was found to be well known by builders in general. So, here, as a result of one dealer's greediness, the trade of a whole district was demoralized.

Manufacturers are doing all that they can to prevent incompetents getting hold of their lines, notwithstanding this fact, one does slip in once in a while, to say nothing of those that crawled through the bars before the manufacturers were awake to the necessity of strict surveillance. The mere fact of holding an agency, together with the purchase of an equipment, can never make a heating man, despite the fond belief that appears to actuate the motives of some so-called.

It is much easier to commit an injustice than to repair it: the one may be done in a moment, the other take years of reparation.

So it is with furnaces. By price-cutting, these men demoralize the market for themselves, their competitors and the manufacturers who supply them both. By inefficient installations they give all makes of furnaces a bad name, particularly the one they have been guilty of putting in. Then the next time that Jones wants a heating plant, he will remember the defects of his last furnace and so condemn them all. It is the furnace that is blamed, not the man, and even though it were otherwise, the satisfaction would be of a melancholy nature, for what inducement is it to the householder to purchase a furnace, however good, if he can have no assurance that the man who installs it is onto his job. Then, to draw the long bow and imagine the improbable: if this man Jones decides to take the chance of a freak installation, the first thing he does is to hold up his hands in holy horror at the fair price that is quoted him. That low price he got on the other job has spoilt him as a desirable customer, for he will be a discontented one even though he should finally be argued into paying a price that at best, offers only a fair profit.

The heating men, are so poorly organized that they have never accomplished any lasting good in the sporadic remedial measures that they have attempted to inaugurate. They are practically unanimous in their desire to remedy the evil, for even the incompetents may be ignorant of their own lack and blame condition on others, but their efforts have hitherto lacked direction, intensiveness or some other essential equality that is necessary to success. In spite of "gentlemen's agreements," someone's eyes have invariably proved larger than his stomach, so that he cut prices to corral the trade and soon others of better calibre were doing the same under the silly delusion that they were protecting themselves.

The bulk of the manufacturers are entitled to greater credit than the retailers. They have, in known instances gone to the extent of refusing to sell furnaces to men who were good customers and quite competent in other lines. Such action requires a far sighted and broad-minded policy, for the average man who can and will pay cash for his furnaces is apt to take offence at the imputation that he cannot properly install them or at least buy the services of those who can do so.

The vital requirement is that the un-

(Continued on page 40.)

Selling Hardware and Groceries in Conjunction

Montreal Merchant Conducting a Combined Hardware and Grocery Store—Special Counters for 5, 10, 15 Cent Goods—Wall Paper and Crockery Also Carried in Stock.

ON June 4, George V. Kneen, of Maissoneuve, Quebec, held a formal opening of his new hardware and grocery store, at 515-517 St. Catherine Street. Hardware and groceries are not as a rule handled together, but Mr. Kneen has planned his store to handle both lines.

Mr. Kneen started a grocery store six years ago near his present location. The store at that time was 17 by 38 feet, or as he describes it, "little more than a hallway." The business grew to such proportions that larger quarters were necessary. He learned that a large hardware store nearby was having "hard sledding," the expenses apparently being larger than the business could stand. It was just the kind of store that he wanted, so arrangements were made for him to take over the lease. The new store has a depth of 85 feet and a frontage of 50 feet. It is divided down the center, so that there is 25 feet for hardware and the same for groceries. The two departments are so arranged that customers may pass from one to the other, the only division being some fixtures that extend half way to the ceiling, located between the posts down the center. Each store has its separate entrance and show window.

Mr. Kneen confesses that he knows very little about hardware, but he has overcome this shortcoming on his part by putting in charge of the department a man who has had considerable experience and who knows the line thoroughly. The accompanying illustration will give an idea of the layout and the spaciousness of the store, though it does not show the silent salesman counter and glass-fronted wallcases, immediately on the right of the entrance.

A feature of the store is the three large tables in the center containing 5, 10, and 15 cent goods. Each table is fitted with wire baskets in which kitchen or general household goods are shown, with neatly lettered cards bearing the price. Immediately in front of the tables there is sufficient floor space to show seasonable goods which it is desired to keep before the attention of the shopper. At the time the photograph was taken this space was taken up with a rather crowded display of oil and gas stoves and heaters, and a kitchen range.

The paint department is located across the rear, just under a balcony that extends back for a depth of about fifteen feet. Behind the shelving for paints is a "back shop" which is handy for unpacking or for storage purposes. On the balcony above, there is the wallpaper and crockery department, with the office on the extreme left of the balcony, back of the grocery.

There are two long main counters, on the left. The rear one is fitted with nail bins, outside, and both have drawers on the inner sides. The wall fixtures are very neat and attractive. They are oak finished and drawers and boxes are neatly sampled. There are two glass-fronted cases and a cabinet for exhibiting samples of builders' hardware, etc. Just forward of these fixtures there is a double-deck glass-fronted wallcase, extending from the floor to the ceiling. In the upper sections there are displays of carpenter's tools, and in the lower sections sporting goods are shown. Hammocks are hung about a post in the center, just inside the entrance, and a wall-

(Continued on page 56.)



Interior view of the hardware section of the combined hardware and grocery store conducted by George V. Kneen, Maissoneuve, Que.

Get Together vs. Price Cutting and Credit Extension

The Underlying Causes and Resultant Evils of Price-Cutting—Judgment Shown in Credit Extension—Futility of Both—Only Sane Solution of Problems Presented is Co-operation.

Written for Hardware and Metal by Norman Lowe.

IT appears ridiculous to us in our infinite wisdom that two boys who have quarrelled and who want to make up should remain aloof because each expects the other to make the initial move. They are wise enough to know that they can have more fun if they work together than they can by remaining "mad."

How much more ridiculous to our eyes should be, but isn't, the sight of two men pursuing the same tactics and reasoning by the same methods. The cases are parallel ones, even though marbles may be the mainspring of one and money of the other.

This aloofness and petty rivalry is but another of the sins that is committedd in the name of the God, Business.

Price-Cutting.

A man may slave from morning until night and deny himself and his family all necessary recreation in order that the business revenue may all be returned to its source, and yet he will blithely turn around and nullify the efforts of the whole combination by a senseless price cutting or an unwillingness to hitch up in business harness with his opposition because the latter once did him a great injustice in a business way.

Why not shut up shop altogether? The results of the business are negligible in either case and by getting out of business at once the merchant would at least be saved all the wear and tear of brain tissue that is associated with the conduct of a business war. What use to make a decent profit on a hammer and lose it on a keg of nails? It is robbing the left hand to fill the right. Inevitably, it is the merchant himself who suffers most in the end. True, he drags the innocent bystander to ruin with him, the manufacturer or jobber who has advertised an honest article, and all others associated with the growth and distribution of it, but what matter? He has sold nails or cement cheaper than Jones. "He'll show Jones."

Insofar as it concerns others, the price cutter mistakes the opportunity and privilege to make a fair profit on an article for the license to drag in the mire the carefully built up reputation of a good article, in order that, according to his distorted vision, he may increase his profits by swelling his sales. Unfortunately, under such conditions, his profits lessen, or rather, his losses increase in inverse ratio to the volume of his sales. The mischief, however, does not stop here. The sale of this article demoralized for all time in that town (for who will pay one dollar for that that once cost only seventy cents?), the buccaneer of trade turns his attention to some other healthy staple that can stand a little blood-letting, whets his cutlery and stretches the victim out on the altar of his anger and rapacity. Have patience, give him time enough, and he will run the gamut of hardware price cutting from tacks to turpentine—and then he will close his doors.

Poor Credits.

The same intense rivalry that animates price cutting spreads to the field of credit to the extent that, rather than see a customer go to the opposition, a merchant will extend credit to a man who can lay no claim to such consideration. He forgets in the rancour of a small business war that the race goes not always to the largest turnover nor the battle to the most vicious.

As is too well known to require elaboration here, few merchants require the incentive of a bitter opposition to indulge in a heavy credit business. The mere knowledge of an increased movement of goods off the shelves is often satisfactory enough to inspire such a policy.

The Remedy.

The time for useless discussion of these two prime evils of the trade has passed to make way for the new era of improved machinery that will eliminate such waste. The evils have been worn threadbare in discussion, but very little has been said or done about remedies.

As is very well known, rivalries of a purely local, and sad to relate, of a petty nature are the chief causes of the use of these awkward tools. In the few towns in which the merchants are not at loggerheads, these conditions do not exist. Petty quarrels are synonymous with price cutting and bad credits.

On the other hand, those towns whose skirts are free of the twin evils, are invariably found to contain merchants who refuse to quarrel. It does not follow that they are friends; although closer acquaintance often leads to such a relationship, but they realize that good business can not travel in harness with the self-indulgence of a quarrel, and that the bad feelings habit is a form of self-indulgence quite as much as that of liquor is.

The only solution of the vexing problem is to do as these men do—dwell in amity, and get together either in friendly agreement or formal association. The quarrels of the town of X are no more better than the hate that was rampant in Z until this plan went into effect. Talk to the dealers of Z to-day: they have tried both and would laugh at the suggestion of going back to the primitive price cutting and poor credits that follow in the wake of mean rancour and a distorted sense of the meaning of competition.

A thousand Canadian towns need their local Moses to lead them from out of their bondage of ancient evils to the promised land of a local association. In this want lies the opportunity of some one hardware man in every town to take the iniatitive, and so gain for himself fame, and for all concerned, a safe and sane readjustment of business evils.

HARDWARE AND METAL

VOL. XXVI. No. 29 Toronto, Canada, July 18, 1914 Two Dollars per Year

VACATION FOR THE PROPRIETOR.

HARDWARE AND METAL has met merchants who have said, "I've never taken a regular summer holiday in five years, only a day off now and then. I never seem to have the time." Some have said it with conscious pride; some with regret. The former offer a rocky field for missionary effort; the latter are more hopeful. Their tone implies at least that they would if they could; that they are trying to work it out for next summer. It seems almost an axiom to remark that the proprietor who has not reached the condition where he has capable under-studies requires a two or three week's rest more than any of his employees. But some go on, toiling early and late, and pay the toll for working the machine of life beyond its guaranteed capacity. As has been remarked, "Life on earth is short and we are a long time dead."

The fear that "The store cannot get along without me," is usually the excuse and often the reason for tossing aside the holiday slip that should have a yearly place in your own pay envelope. In many cases it is not to the credit of the proprietor if he has no one whom he has trained to take his place for two weeks during an off-season. Often this testing out of the temporary manager turns out to be one of the most valuable of experiences both for yourself and for him. It may mean the possibility of reconstructing the relation of yourself to your own business, the shifting of many a load, greater leisure for a broad planning in future, a conservation of your own energy. Business to-day issues an imperative demand for it.

SELLING SPORTING GOODS.

CANADA occupies an enviable place in the realm of sport. To-day in the midst of the glorious summer season the exclamation, "play ball" is heard in every open spot where people congregate, be it vacant lot or stadium, and the spirit of the play occupies a prominent place in the minds of all, young and old alike. The hardware store that does not lead as an emporium for sporting goods during the summer months will not make the best possible showing in the race for popularity. Even in the big cities there is no reason why hardware men should not secure a large share of this desirable trade, especially those located in suburban districts. The wise dealer is the one who will emphasize the play spirit during the summer months—window displays, newspaper advertisements, show cards and personal salesmanship should all be employed to this end. There is perhaps no side line attached to the hardware trade can be built up so quickly and satisfactorily as the trade in sporting goods. If the goods are right they advertise themselves and it should not be forgotten that it is invariably worth more to a store to sell quality goods than cheaper lines, for when comparisons are made in the intervals of the game the price doesn't count so much as the article that is called upon to respond to the command of the player. Quality wins in sporting goods every time. The slogan "Play Ball!" is typical of the whole summer season and an attractive card bearing the words would make an excellent central feature for a window display. Leave no stone unturned in your endeavor to become the acknowledged leader in the sale of sporting goods in your town. Many retail hardware firms are now the leaders in selling sporting goods in their respective towns. It pays in more ways than one.

GOOD BUSINESS AHEAD.

JUDGING by recent reports from business men throughout the United States, it is quite evident that there is a feeling of confidence in the immediate future, based largely on the record-breaking crops which it is said are now assured. Since the early part of June American reports upon steel have reflected an improvement in buying and steadiness in prices. Many U. S. business men are inclined to think that June will prove to have been the month when the depression in business which began last year, reached its climax and that from that time on their was a gradual recovery of confidence. It is now generally believed that the turning was not a temporary one, but was one of permanency marking the beginning of another period of several years' prosperity. A leading American newspaper recently asked the leading business men throughout the United States to make a forecast of trade conditions. Among the many reports printed, was one from E. C. Simmons of the Simmons Hardware Co., St. Louis, in which he says:—

"We have an assured basis of a new financial system which I believe is absolutely the best in the world. The question of tariff reduction is settled, at least for a time. The most encouraging feature, however, of the business situation at this time is the widespread spirit of optimism, which in general prevails in almost every district west of the Allegheny Mountains and south of the Mason and Dixon line. Most of the people are tired of the seemingly endless discussions of commercial and economic problems. They want to cut that out and get down to real work—down to facts and every day practical affairs, so as to see just what the new legislation we have is going to do for

us when it is put into action. They appear to be satisfied that the pledges and promises of this Administration have been carried out, as far as it was wise to do up to this time. They are, therefore, eagerly looking to see that these measures are those of construction and not of destruction.

"There is a marvellous change in sentiment toward the railroads; where hostility formerly existed friendliness, sympathy, and good-will are now clearly in evidence. I think the people now want to be let alone and not have any worries to think about, just be permitted to go along with their daily tasks to see what they can do in the way of production ,and it is quite in evidence that there is an increasing local pride not only in States and sections, but in counties and townships, where rivalries of the most friendly kind, but of an uplifting nature, are visible on all sides. Taking the people as a whole, they show great confidence in themselves, and in the general outcome of all these perplexing questions, in which they take part by their votes. All they ask now is a rest—with opportunity and time to show what is in them."

It is evident that the American people want a rest politically in order that their time and energies may be devoted to business and to increasing their own and their country's wealth. They have become tired of standing still and the outlook is that they are about to continue their progress toward better business conditions and prosperity.

A highly prosperous population south of the border will have a good effect upon Canadian business, and Canada will in a large measure reap the benefit of improved conditions in the United States."

OUR ELECTRO SERVICE.

IN the June 13 issue of Hardware and Metal we announced a new editorial service which was inaugurated for the benefit of Canadian retail hardware men. The new service consisted of supplying small electros to hardwaremen at a nominal cost. Hardware and Metal did not inaugurate the new service on the spur of the moment. It was only after a close study of the advertising problems and difficulties of retail hardwaremen that the new service was adopted. By making a close study of conditions in the retail field and securing the opinions of hundreds of retailers, we were enabled to gather much valuable data which would aid and enable us to go ahead with our plans to assist the retailer in his advertising problems. We found that one of the chief difficulties experienced by retailers was caused by their inability to secure advertising electros of suitable size for newspaper work. We found that in many cases the retailer had electros of various kinds on hand but in the majority of cases the electros were so large that the cost of newspaper space in which to use them was almost prohibitive. While it is generally admitted that one large electro will attract more attention to the particular line featured, there were many retail hardwaremen who felt that in the space occupied by one large electro they could show to advantage several lines of seasonable goods, providing they could secure suitable electros. The chief difficulty confronting us was that of supplying electros at a sufficiently low cost but this difficulty was overcome, and when we announced that we would be able to supply electros at fifteen cents the announcement was hailed with delight by our readers. We expected to find a heavy demand for the electros, but we did not anticipate a flood of orders such as we have received.

Hardware manufacturers and jobbers are taking an interest in the service and many of the orders have been placed by retailers after having been advised to do so by travelers, manufacturers and jobbers. One order received this week was from a hardware firm in a Saskatchewan town. Some months ago—before the new scheme was announced—this firm wrote to a Winnipeg jobber asking is small electros could be secured at a nominal cost. The jobber did not know of any firm or trade journal supplying the electros at a reasonable price. When our new service was announced it met the eye of the Winnipeg jobber and he immediately communicated with the retailer, the result being that an order was sent in at once. The service is not conducted as a money-making proposition. Our desire is to assist the retailer in bringing his wares before the public, and we are receiving our reward in the enthusiastic manner in which retailers are taking advantage of the new service. It might be in order to announce that in the near future the service will be enlarged by the addition of many new lines not now shown on the pages found elsewhere in this issue.

SURVIVAL OF THE FITTEST.

ELSEWHERE in this issue will be found an article dealing with the outstanding and well-recognized evils of inferior installations and price cutting in the furnace business. The business has attracted to it a class of men, whose knowledge, however profound, and whose success, however noticeable, can be no guarantee of ability as heating men. The influx of them, together with the resultant poor furnace work, has added unnecessary evils to what should be a very satisfactory line. Where one of them has operated can be found an indignant householder who possesses a balky furnace bought at a low price, both of which facts he will probably scatter broadcast. These facts are so well authenticated that it is no new thing for a manufacturer to advise against an ambitious hardware or stove man adding furnaces to the stock.

The remedy pointed out in this article is one that should be acted upon by those engaged in this line. Governmental supervision of furnaces would be welcomed by both laity and legislators, and it requires only the impetus of a little encouragement from a few well-informed furnace men to give the movement virility. If each and every one does his small part in aid of this worthy cause, a great evil will have been corrected and larger profits insured for the future.

EDITORIAL BRIEFS.

UNEASY LIES THE head that loses control of the credit accounts.

* * *

THE BRIDE OF to-day is the regular customer of to-morrow.

* * *

THE SECRET OF YOUR success lies within you—not in any external circumstance.

* * *

IF EVERY MERCHANT eliminated price-cutting from his methods, what a heaven this earth would be.

* * *

THE DISHONEST MAN is always short-sighted—policy as well as principle is against him.

* * *

IF YOU CANNOT SELL goods at a profit you have no right to call yourself a salesman.





The Selling of Stoves by Suggestion

Physcology as Applied to the Science of Stove Selling—Versatility of Selling Ideas the Salesman's Chief Asset.

An authorized interview by a Hardware and Metal representative with H. C. Pattinson, mgr. of The Clark Hardware Co., Niagara Falls North.

I FIND my greatest interest in this stove selling game to be the acquisition of new selling ideas, so that if I find a customer hard of approach on one line of talk, I may be able to switch over to the other without losing a step.

Of course most sales must be based on demonstrations and all other agencies are usually offshoots of this one parent limb that feeds them all.

I find that most people like to do their own selling; that is, if one can ascertain the line of thought that causes the customer to take even the slightest interest in stoves, the battle is half won. By giving him a helping hand as it were, an occasional lead to be exact, he will seize upon the natural argument and fly at the job of convincing himself. In such a case the less the salesman has to say, the better. True, he must be there with the lifeline to throw out if the other fellow shows any weakness but if one can by suggestion, lead the customer's thoughts into the proper channel, he will be likely to sell himself and marvel in between times at his own brightness. Even a critical customer can often be thrown on to this tack by the exercise of a little finesse.

I am rather partial to cooking demonstrations but I am not wedded to them by any means. I used one the other day with great success though. A restaurant keeper came in, not exactly to buy, but rather to "look around." I found that he had a stove that was satisfactory except that it did not cook quickly. It was necessary for him to have one that could be depended upon to cook simple meals in double quick time, so, following his lead, I brought out a loaf of the bread that I always have handy. I turned on the gas and gave him a few slices of nice crisp toast in a jiffy.

The sale was made on that one simple operation. "Want it right away," he said. I might have talked myself hoarse in the vain endeavor to sell him by other means but by sizing up his needs and his line of thought, it was not selling at all, but mere order taking.

So this suggestion business to my way of thinking can be applied both ways. When the customer is already set in his thought, the sensible thing for the salesman to do is to get in line without any loss of time, but if the customer lacks an idea to go on, insert one in his cranium noiselessly and painlessly and the first thing we know, he has the bit in his teeth and does not need any outside aid. It is a very interesting game when one takes it out of the mechanical and makes it a matter of brains. Two heads are better than one and a customer can't hate you and your stoves exactly, else he would not be in the store looking around. Give him a chance: he is probably dying to help you but may be a trifle bashful.

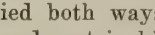
Of course, I always have the gas hooked up, lighters handy and everything convenient for plain demonstration, fancy cooking or what not. I find that to be a very important feature of the selling operation too, for a customer certainly does dislike delays and fumblings.

If the salesman who knows the stove is clumsy and slow, the customer is likely to blame it on the stove, whilst if he be smart the stove may receive more credit than it is really entitled to.

Of course one must have a good article, must be honest in his claims and be prepared to stand back of it, else the underground railroad of sales boosting that should exist between one's customers is likely to get paralysis and repeat orders will be as scarce as hen's teeth.

I think that the plan as outlined above may be carried to advantage in many ways. Not only can one get good selling ideas from customers, but also from other merchants, the traveling men, the trade journal and in fact almost every source. The same scheme that sells peanuts or dry goods may often be used by the stove man by ringing in a few changes on the main idea.

That most stove men do use all of these agencies is my conviction and that they will never cease to do otherwise is my hope.



SUPERVISION OF FURNACE INSTALLATION.

(Continued from page 35.)

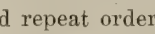
fit and incapable be weeded out of the trade before they ruin it for the remainder. The incompetents are usually the worst price cutters and in any event that evil will be less noticeable with the improved conditions resulting from a riddance of those incapable of properly installing a furnace.

There is one untried plan that offers possible relief from existing conditions and that is, the appointment by the municipality of thoroughly competent furnace inspectors, and in addition, or even seperately, the requirement that any would-be furnace man pass a rigid provincial or civic examination.

It should be a comparatively easy matter to have the necessary legislation passed. Anything of a corrective nature that emanates from those whom it is meant to correct should find the legislative ways greased for its quick passage.

Who will be the Moses to his oppressed furnace brethren? This is the opportunity for some hardwaremen who is engaged in civic or provincial legislation to make a name for himself and earn the gratitude of the trade.

Write to your representative and do it now!



"There is nothing magical about writing honest advertisements. You must co-operate with and be a silent partner of public opinion. Confidence is a plant of slow growth. If it is abused by false or questionable advertising it withers and dies of exposure. If it is planted in a dependable place, and that place is known for its straightforward dealing and the reliability of its advertising, it thrives, grows and spreads out.

Reminiscences of Fifty Years in Hardware

Interesting Word Picture of the Old Days—Stirring Events of a Firm's Start in Business—Recollections of Historic Figures in the Trade—St. Catharines' Co-operation.

An authorized interview by a Hardware and Metal representative with F. E. Coy, of Coy Bros., St. Catharines, Ont.

FOR well over half a century, we Coys have, from the vantage point of this store, participated in, and watched the ebb and flow of the hardware trade of Ontario in particular, and of Canada in general.

It was fifty-one years ago that my father died, leaving nine children, the eldest of whom was but 14 years of age, to carry on the name and the business. As Francis Coy's store it was known in his day and still is in mine, my son and his son each bear the same Christian name so that I have great hopes that the name of Francis Coy will be associated with this store for a long time to come.

Since that day, so many years ago, that we were confronted with the necessity of keeping the business going without even having a clerk to open the store that morning, I have seen many changes in the trade.

Friends have come and gone: some of the old ones have passed on and some new ones have come in their places. I have seen old abuses corrected and new ones creep in, but the former offsets the latter so that as a trade, I believe we are sound to the core. I am an out and out optimist and have no fear but what we shall continue to improve in the future as we have in the past.

To save the day, my uncle stepped in to fill my father's place in the store, but to no avail, for he was consistently unsuccessful in the conduct of the business. He was in time succeeded by my eldest brother, who was equally unfortunate so that the outcome was that another brother and I took the store over in '84, although I had been working in it since '72.

We were mere boys, our only assets, unlimited nerve and rather a complete knowledge of hardware, considering our age. We were penniless and without influence.

Under the terms of the agreement by which we bought the business from our brother, we were supposed to pay ten per cent. of the purchase price down. We got over that little difficulty by ignoring such a bothersome detail until we had sold goods from the shelves to that amount, at which time I nonchalantly drew a check for the proper amount and handed it over carelessly, quite as though such matters were a routine affair with Coy Bros.

The next rock that our little ship of trade bumped into was of a more serious nature. We were at the parting of the ways; our shelves were well nigh depleted and we knew not which way to turn for credit in order to stock up for the coming winter. In our extremity, we applied to those from whom we felt we had a right to expect some consideration, but the monotony of our turndowns was simply appalling. Seeking for advice, we were told that our case was hopeless, but that in any event we would only have our trouble for our pains if we should go to Crathern & Caverhill, of Montreal, as we had planned to do. They all agreed that that firm was entirely out of our reach. But being young and of adventurous spirit, that decided us to go for succor where we might least expect to get it.

We had a heart to heart talk that took on the nature of an inquest as we rolled our victim over and prodded it for signs of life. My brother said: "Well, since Crathern & Caverhill are the toughest proposition on the list, let's just go there first and get it over with."

"Done," I cried.

So down he went to Montreal to meet our Fate whilst I awaited the sentence back at home. Our little ship, if not sinking, at least had some hole in it, believe me, and I certainly did some watchful waiting that has the U.S. policy in Mexico backed off the map.

My brother lost no time in mincing words once he got into Mr. Crathern's presence. It was "Mr. Crathern, I have no friends, money, nor credit and I want some."

Mr. Crathern turned around and looked him over. "Well, young man, you may not have friends, money, nor credit, but you certainly have cheek. Who are you, and exactly what do you wish?"

My brother then introduced himself and lo and behold, things took a story book turn.

"Not Francis Coy's son?"

"Yes sir."

It appeared that Mr. Crathern and my father had worked together as boys for the old firm of Bryson & Ferrier and the latter had been manager of the floor on which the then young Crathern had worked. It was all plain sailing then. We were given a two thousand dollar leeway but just to show that his heart was in the right place; brother made it four thousand before he got through.

Mr. Crathern's letter that accompanied the invoice was typical of him.

"Here's your goods; now let's see what you can do."

That put us on our mettle so that by economy and hard work we met the bills as they came due the next year and forever afterward remained good customers of the firm that has since become Caverhill & Learmont.

We sent out bills every six months in those days and the jobbers sent theirs out every three months. We would see a traveler once in every six months then, and now it's every day and circulars over night.

I added another link to my chain of interest in hardware in those days by marrying the daughter of R. H. Smith, of saw fame, whose business, by the way, my brother and I at a later date came into control of for a time.

Most of the old firms have gone or at least have greatly changed in their personnel. Oldtimers will no doubt remember Andrew Brown, since dead, who traveled for Moreland & Watson, then of Montreal, but now of London; Jim Peck, of Peck-Benny; old Sandy Delisle, now dead, who represented Delisle & McGill up this way. Of the paint men, I remember best the firm of A. Ramsay & Son, of Montreal; S. C. Jamieson, of the same place, and Jack Hagar, of the S. H. May Company. Having been one of them I must confess to a sneaking fondness for the oldtimers.

A merchant had need to be quite as farsighted in those days in his ordering as now, but for a different reason. The two big bills of the season, then as now, were the spring and fall orders with smaller ones scattered over the summer period. Our fall order must needs embrace a sufficient stock to carry us over until the opening of navigation the next spring so that we had to do some close figuring to keep from coming out the small end of the horn.

The old Welland Canal lies a biscuit throw from our store door and although its familiar banks are half hidden by a business block, in those days I could stand in the doorway and talk to the skipper as the Montreal boat that had our precious stock aboard came tooting up the canal. Norris Neelon, in those

(Continued on page 55.)



What Other Hardwaremen Do

Good Ad. and Helpful Advice of J. B. Skelton—Good Lighting—Price-Cutting—Unique Way of Meeting Mail Order Competition—Credit Limit Policy—Courtesy Pays.

OIL AND TANKS.

J. B. Skelton & Co., Palmerston, are pushing the sale of coal oil and oil tanks. In a recent advertisement the following offer was made:

"For the last six months we have been offering to our customers, a steel galvanized tank holding 40 imperial gallons (not U.S. measure, which is 1 quart less than Canadian measure) at 15c per gal. and tanks for $5.50.

"For the next six months we will put in this same tank for $5.00 and Royalite Oil the same as what you have been paying 20c. for in gallon lots for 14½c. per gallon.

"You can have your tank at any time it is convenient for you to take it and we absolutely guarantee the quality equal to any oil on the market, if not satisfactory to you after trying it we will refund your money and not charge you for what you have used."

The Skelton advertisement also draws attention to an important feature which is often overlooked and which is as follows:

"If you are carrying over five gallons of oil in any building insured, be sure and see your insurance agent and get a permit to carry over five gallons otherwise your policy is useless in case of fire."

LET THERE BE LIGHT.

To economize in the matter of light in the store is generally false economy. People shun the poorly-lighted store, and even if they do enter the dull and dark store, there is not the same inducement to purchase as in the well-lighted establishment where goods are shown up to advantage. Consider the lighting in your store, and if it is not as good as it should be, see to it that it is improved.

THE CHRONIC PRICE-CUTTER.

Says Thomas A. Fernley: "The price-cutter does quite as much harm to a manufacturer as the vandal who deliberately tampers with an article so as to impair its usefulness in the eyes of a consumer.

"In the case of the price-cutter, the effect of his baneful work is to disturb the relations of the manufacturer with his distributors.

"In planning a great coup the price-cutter selects the goods of known identity and quality, boasts of his liberty to do as he pleases in the matter of fixing selling prices, but he mistakes this privilege and opportunity to secure a living profit for the license to drag in the dust the valuable reputation of the manufacturers of popular goods for his own selfish ends, seeking to fill his personal coffers, regardless of whom it hurts."

MAIL ORDER COMPETITION.

J. Duff & Co., hardware merchants, of Olds, Alberta, have a unique way of meeting the competition of the mail order houses. They regularly procure two or three copies of the M. O. catalogues, and keep one in the office, where it is at all times readily available. Their salesmen are also supplied with one each, and a thorough study is made of its contents and prices, particularly along the lines that come in competition with their own business. This enables them to deal intelligently with customers who hint that they can buy cheaper from the outside. Whenever a suggestion is offered that a certain article can be bought from the catalogue house the party making it is politely invited to a comparison of prices with freight charges and other expenses added.

Thus by intelligent business tact they can convince the customer on the spot that with quality for quality, and price for price they can get as good a deal at home as by sending their money to a distant point where it benefits the people of another city instead of helping to build up their home town while at the same time they are nothing out and saved much inconvenience.

Business methods such as these are much preferable and more effective than grumbling that the mail order houses are taking all the business and draining the ready cash out of the town.

INSTALL AUTO STATION.

Ingram & Davey, St. Thomas, have recently installed a 400-gallon auto filling station opposite their side door entrance.

THREE FOR TWENTY-FIVE.

The Smith Hardware Co., Belleville, recently held a "Three for a Quarter" sale, in which a bottle of furniture polish, a can of special cleanser and a tin dustpan were offered for twenty-five cents. A special window display was arranged featuring the goods on sale.

A CREDIT LIMIT POLICY.

A certain merchant in Connecticut, U.S.A., has a time and amount limit for each customer. In order that all the clerks will know when this limit has been reached, and thus not oversell the customer, every sales slip carries the total amount, and a filing cabinet is used the same as an account register. To each customer's slips is attached a piece of red cardboard showing the time limit of this customer and the line of credit to which he is entitled. "When a customer comes in and places an order which overruns this credit arrangement, the clerk quietly informs me, and I draw the man over into a corner and explain my credit policy."

COURTESY PAYS.

Learn to say "thank you" to a customer after he makes a purchase. People like appreciation by a salesman, and even if they belong to the surly, indifferent type, your "thank you," accompanied by a smiling countenance, will make them want to meet you again, for even grouchy people like the company and presence of their opposites.

Optimists in the Retail Hardware Trade

Hamilton Retail Firms Enlarging Their Premises — Looking Forward to Better Business Conditions—Faith in Hamilton and Canada.

DESPITE the fact that some people are crying hard times and exhibiting a pessimistic attitude, which in some cases is warranted and in others unwarranted, at least three retail hardware firms at Hamilton, Ont., are optimistic and are showing their optimism in no mean manner. A representative of Hardware and Metal visited Hamilton a few days ago and in making the rounds of the retail stores he found three firms enlarging their premises. In each case the alterations were on a large scale, involving a considerable outlay.

The first store visited was the Stanley Mills Co. Here the whole interior of the hardware department is being remodeled and enlarged. A new metal store front is being installed and the store interior is being equipped with modern fixtures. Several new features in store equipment are being introduced. The cost of the alterations and equipment will run up to a considerable amount, and it is quite evident that the firm has great faith in the future of Hamilton and of Canada.

The next visit was to the head office at 95 King street east of the Mills Hardware Co., a firm which has two large and splendidly equipped stores. While the Hardware and Metal representative was visiting in the head office a deal was closed which will enable the Mills Co. to add an addition 20 ft. x 80 ft. to the King street store. The work on the new addition will commence next week and will cost in the neighborhood of $10,000. It is the intention of the firm to enlarge the paint, summer goods and silverware departments, and to add a new line not carried at present, namely, sporting goods, guns and rifles. Additional storage room will also be provided for contractors' supplies and builders' hardware. The present King street store is one of the largest and best equipped stores in the province and the fact that the firm intends to expend a considerable sum in the new addition to the building, as well as in new stock, is evidence of the faith which the firm places in the future of Hamilton and Canada.

Still further evidence of confidence in the future is exhibited by Kent, Garvin & Co., another Hamilton firm, dealing in builders' hardware, contractors' supplies, etc. This firm is equipping a large and pretentious store which will be occupied in the near future, and will give much additional storage and display space.

Hamilton is a city of many industries and the success of the industries depends to a large extent on the prosperity of the Dominion of Canada as a whole. If Hamilton industries suffer from business depression it means less business for the retail trade and the hardware trade particularly. The fact that three of the largest retail hardware firms in Hamilton are making extensive enlargements and are outlaying considerable sums of money, proves that they have great confidence in the future of their city and of the Dominion.

Twenty Years Ago
In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of July 21, 1894:—

"Alfred W. Clark, of the Yale & Towne Manufacturing Co., New York, was in Toronto last week in the interests of his firm."

Editor's Note—A. W. Clark is now general manager of the Canadian Yale & Towne, Ltd., St. Catharines, Ont.

* * *

"Coleman Miller with M. & L. Samuel Benjamin Co. is taking a special business trip through the North-West in the interests of his firm."

Editor's Note—Coleman Miller is still on the traveling staff of M. & L. Samuel Benjamin, Toronto.

* * *

"C. P. Godden, hardware merchant, King Street E., Toronto, is in Montreal on a visit. He went down on his bike."

Editor's Note.—C. P. Godden, who in the nineties was a great bicycle enthusiast, is still in business on King Street E., Toronto.



Jack and the Wheat Stock—The fairy-tale that is coming true.

The Medicine Men of Eeh-Nis-Kim

The Annual Encampment of the Order of Eeh-Nis-Kim on the Banks of the Historic Niagara—The Initiation Ceremonies.

THE Niagara River, a few miles above the famous Falls, begins to widen out and its waters to lose their turbulence as it backs up and spreads out on either side into inviting bays and inlets. Here it takes on the quietness of a millpond and the semblance of a long and narrow lake before it takes that final leap through space.

To one such spot, in the fringe of a lordly forest, against the dark green of which the white tents show up like a string of huge pearls, the annual encampment of the Order of EEH—NIS—KIM draws its fresh quota of timorous braves and its medicine men of proven worth, the one to be initiated in, the other to renew the delights of the mysteries of the parent lodge.

Fathered by the Carborundum Company, of Niagara Falls, N.Y., and conceived in honest purpose; EEH—NIS—KIM came forth, the result of an idea as commendable in intention and results as it is unique in practice; than which no more can be said. Embracing as it does a membership of six thousand braves, whose only essentials to membership consist of a good character and a connection with the hardware trade, it furnishes an ideal vehicle for the indulgence of summer sports and the dissemination of the new freedom in hardware.

The personnel of the company's representatives is such that it offers through them, a hospitality that knows no creed nor country. A hospitality so fine and a courtesy so true that it puts the visiting brave upon his mettle to reciprocate in kind and not disgrace the folks back home.

No faintest praise of carborundum nor hardware talk is encouraged. The supposition is that the company's guests are there for fun. If they wish to devise some benefits of an educational order from their visit; well and good, the factory is but six miles away and open to their inspection, otherwise they are not asked to take andvantage of the opportunity, much less made to feel that they have slighted their hosts by the omission.

The precincts and privileges of the camp are sacred to the use of the downtrodden sex, except for an occasional visit from members of the softer one. The morale of the camp would please Colonel the Hon. Sam Hughes himself, such is the rigidity of the rule that bars all liquor from the camp. In short from the twenty-seventh of June until the end of August, there exists here, a conviviality so deep-rooted in its foundation and so wholesome in its operation that it needs no extraneous aid of a bibulous nature to foster its growth.

However, even in this quiet spot, life is not all monotony. Witness the first night and those eerie screams that threw the whole camp into an uproar. Some one said that it was the Maid of the Mist, albeit an ungraceful one, running amuck, if the heaving of the tent that appeared to be the center of the disturbance was any indication. Another wag surmised that Cristobel and her lady

A Hardware and Metal representative was recently the guest of the Carborundum Company's order of Eeh-Nis-Kim, and here tells of a typical day in their camp.

mother tiring of abbeys and art galleries, had stolen Lieutenant Porte's thunder, crossed the Atlantic in a night and so had fallen on us poor wights in peaceful America for some innocent diversion. However, a combination of time and willing hands proved them both wrong. It was merely the camp's fat man, one who usually sat by the fire with the women, instead of following the chase, metaphorically speaking, whose avoirdupois had proven an imposition on the good nature of his cot, which had finally broken down to the sleeper's fright and the camp's confusion.

Early morning, (there are none others in camp,) ushered in a bracing plunge for all except the cold-blooded individuals. Even they, however, were not without their land-lubber fun. One such, bid to go for a bucket of water for washing purposes, asked helplessly where he was to get the same.

The Niagara River was so close to him that if it had been a snake it would most assuredly have bitten him.

The bathees through bathing and the washees through washing, a noisy clanging of that triangle without which "the camp" is merely "a camp," and the stentortian "Let's Go," of Emil from the mess-tent, announced one of the three chief events of the day. For such, those meals assuredly were. From them all things dated as the only authoritative calendar of events; and to them all men looked forward in a very ecstasy of epicurean anticipation that hurt so good, that the very victims fostered their unhealthy curiosity.

Emil said that that pie was an apple pie; perchance it was. If so, assuredly the apples came from Eden. And that strawberry short cake! Ye gods! Some said that Emil had sucked the knowledge in from the breast of some black mammy, south of Mason and Dixon. But then Emil was a Canuck. Others, with more of plausibility, whispered that in the still watches of the night, when the fires were low and the tribe had sought its wigwams, that it was his wont to hie himself on a broom-stick down over the trees and marsh and river until he merged into the mist of the Falls. There, with grisly incantation and unholy rite, for once devoted to a useful purpose, he delved in the unknown, conjured up the departed ones of the tribe and sought of them the old wisdom of the camp-fire. This, the braves came to believe as the more reasonable explanation; be that as it may, Emil had the goods.

The day offered to the tribe the loot



Group of medicine men in recreation tent.

of many hardware stores and all the sports of the river. Some pursued the bass and pike that hung along the reeds. Others camped on the swimming raft. Between dips, they sat, pipe in mouth, with nothing on their minds but their hair. Canoeing and boating offered more vigorous exercise to those so minded.

Amid the tents, in the oldest clothes they had, some played at basketball, others at volley-ball. Here, at a specially constructed court, a dishevelled trio played at hand ball, sharing with the tennis players the cheers of the smoking loungers under the trees.

The afternoon saw the braves in critical judgment of a hydroplane that performed for their benefit, now on the river's bosom and then high above their heads.

But the activities of the day ended, paled into insignificance before the preparations for the night. The nervous braves who were to be initiated into the dread mysteries of the order began to gather in little knots, the while they conversed in whispers as they watched the dignified medicine men, equipped in full regalia, stalk about in gloomy meditation or feed anew the camp fire of the tribe. Then at the dark hour, a minion led them to the privacy of what the medicine men jocularly called the recreation tent but which they referred to as the morgue.

From hence they were led one by one back to the full council at the camp fire.

Here, the flickering gleams of the fire lit up at times the forest canopy above and the massive trunks around, while the pale moon and silvered river showed ghostly in between the trees. Permeating all was the muffled cadence of the distant Falls—a fit setting for what was to come.

Then the Grand Sachem, assisted by the medicine men, instructed the noviatate in the weird mysteries of EEH — NIS—KIM. Majestic of mien, with trenchant phrase, he unfolded before the other's eyes the secrets of the long ago and with priestly threat of dire import he adjured the beginner to be worthy of the order as he intoned in sombre majesty the concluding ceremonies of the ritual.

Each trembling brave, now a full-fledged medicine man in the full panoply of the order; the Sachem spoke, "Heap new medicine-man catchum heap big fire." "Ugh," grunted the others.

With the fire replenished and dropping all affectation, the Sachem, in a few well-chosen words, made a brief address that smacked more of clean living and high ideals than of hardware or of carborundum, and one that will live long in the hearts of those who heard. It was pack-

(Continued on page 47.)

Western Observations

By "Winnipegosis."

WHILE examining a display of stoves in a north-western Ontario store, a foundry traveler approached me. During our conversation, he told me an interesting story of how he was cleverly tricked while in the retail business.

A woman entered his store one day, and ordered a stove for her married daughter. She explained that the latter had been unfortunate in marriage, her husband having turned out to be a drunkard. Her daughter was suffering from cold, without a stove in the house. In case a seizure should be made, the mother secured a lien on the new stove, which was then delivered.

When the good-for-nothing husband returned home after several days "toot," he found his wife sitting beside a nice warm oven. He demanded an explanation, and on receiving it, declared he would not allow a "charity" stove in his house. When the wife's back was turned, he took steps to put the stove out of business, and he went about it in a manner that would baffle the average dealer. He filled the back draft half full of slack, effectually cutting off fire from the oven. That settled the stove.

A day or two later, a seizure was made, but the wife's mother laid claim to the stove, and had it installed in her own home. Naturally it refused to work, whereupon she sent for the dealer, making the claim that it was a stove which would not work in her chimney. This the dealer denied, as he had installed several in the same chimney, which had worked with great satisfaction.

He inspected the thing from top to bottom, first suspecting one thing, and then another, never dreaming that the back draft was half full of coal. He was all the more puzzled because the stove had operated satisfactorily for several days in the other house. He was about to disconnect it and return it to the store when, out of curiosity, he pushed a stick into the back draft, and found the coal. He scooped it out in cupfuls.

"That's the cause of the trouble," he said.

"And where did it come from?" asked the woman.

"Your son-in-law put it there," he replied.

She was so enraged at this reflection on the character of one of the family, she showed him the door, and hastened his departure.

He also told me of several cases where in passing through stores, he had found the damper pipe stuffed with paper, and in one case found some overalls stuffed in so tightly, they would not have been detected, and the stove could not possibly have worked.

In the same town I met Jack Findlay, of Carleton Place, selling his new models for fall trade. Discussing stove troubles he said he had just returned from a fifty-mile trip to see a stove which was declared unworkable. He found the grates reversed, a condition which hardly warranted a journey of fifty miles.

The talk wandered on to the subject of selling. He deplored the fact that so few clerks endeavored to go after this business. The selling of stoves was mostly done by proprietors and managers. The cause might be attributed to the fact that stoves were not the cleanest things in hardware to handle. Possibly too, the proprietors often thought a big deal like this should be handled by an expert, consequently the clerk did not get a chance.

Both these stove travelers reported the demand for stoves better than they had expected.

LETTERS TO EDITOR

Editor Hardware and Metal,
Toronto.

Dear Sir:

I notice that prices on crowbars, wrenches, nails, etc., have been reduced in Winnipeg, so Western Hardwareman, who drew attention to same in your columns some time ago, is to be congratulated.

What would be very interesting to the trade in general, would be to know the name of the firm who sells Eatons their paint, enabling them to retail same at less than regular wholesale price. Is it a Canadian firm? Can any of your readers inform us?

Is the Retailers' Association asleep?

Yours truly,
WESTERNER.

Editor's Note: The Western hardwareman referred to in the above letter sent a letter to Hardware and Metal giving a comparison of hardware prices which he said were being quoted by hardware jobbers and mail order houses. The latter appeared on page 62 of the May 16 issue of Hardware and Metal.

Printed Patterns in 30-inch Papers for 1915

Manufacturers Follow Up Popularity for Oatmeals and Ingrains With Papers to Compete With Import Business in 1915—A Futurist Note of Black—Blue Has a Showing—Patterns Printed in Wash Colors so as Not to Obliterate the Vari-Colored Weave.

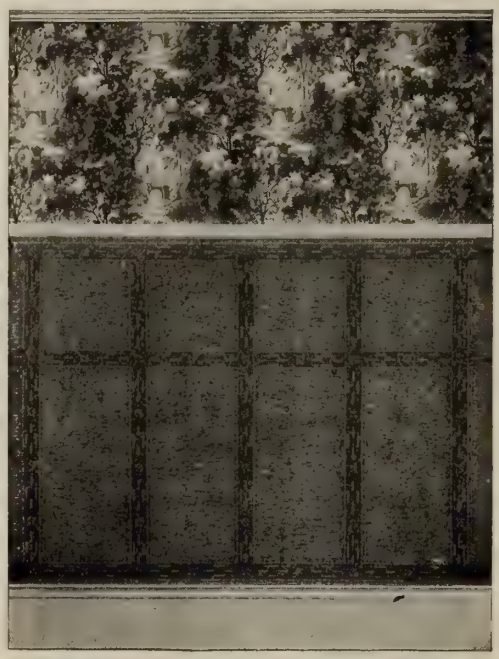
WHILE the new line of wallpapers which is now being shown for next year's business shows a continuance of the tendency towards quiet effects—and in some cases an emphasis of it—there are some warmer designs for the living-rooms usually in tones of browns, mauves and greys, with foliage and forest effects; while for those who have felt the influence of the futurist school of art there is a note in some of the designs which will harmonize with their ideas.

This futurist note is the introduction of black in a number of patterns. To those who have not developed ideas along this line of decorative thought, the use of black would give the impression of a sombre effect, but when it is used in proper proportions with other colors, there is a remarkable alertness and snap to the color scheme which cannot fail to make an immediate impression. However, the introduction of the futurist note is yet little more than a prediction of what may be looked for in the coming season.

As has been predicted, the new papers show an effort to use the difficult blue. Strong shades are being introduced for the dining and living-rooms, but it is a color that requires very careful handling, and can generally be used to best advantage in a room with a southern exposure. There is also a new pumpkin shade for halls and stairways.

One of the outstanding features of the new line is the introduction of printed thirty-inch papers. This is the result of the impression created on the manufacturers by the great popularity of the ingrain and oatmeal papers, for it is figured that a share of this popularity was due to the greater width. In the introduction of these papers also there is an effort to educate people to the use of better class wall coverings, in which they should have the co-operation of the retailers who stand to make larger profits.

With the printed papers in the thirty-inch width there are wide cut-out borders which will be an added factor in enabling dealers handling the new line to place them in competition with the high-priced importations from Japan and other countries, which have the frieze stamped on the border paper so as to cover the entire wall above the plate rail or moulding with a single piece. The combination of the cut-out borders with the wide papers will give an appearance that will compare favorably with the importations and should appeal to the trade where a good paper is wanted at a moderate price. With the use of strappings and base runners there is a great range of possibilities for the new width.



From new Spring lines of Stauntons, Limited.



Sample of 1915 lines of wallpaper of Watson, Foster Co., Limited.

In the thirty-inch papers there are cable net and rubble designs embossed in high relief, the material being a heavy fibre stock, which carries the embossing very effectively. There are a large and excellent range of original weave effects and all-over patterns, some of which are adapted for use on both walls and ceilings, with an exquisite range of high-class hand-printed decorations to match. The cable net and rubble designs are also introduced in the Itaglio oatmeals in a large variety of beautiful shades that are richer and more effective than the plain oatmeals. Trimmers to match are used.

There are also the plain stippled oatmeals, with exquisite renderings in transparent colors, which allow the texture of the goods to show through the pigment. With these new specialties are an appropriate range of hangings, together with rear cuts and trimmers. Heavy hide leathers are shown in lacquer finish and embossed to reproduce the actual grain of the leather. These are in rich plain goods with frieze to match or printed in appropriate patterns.

Some New Foliage Designs.

The stippled oatmeals were brought out last season, and found favor by their beautiful shades and exquisite effect of the vari-colored fibre which forms the surface. This year printed designs have been introduced. In printing the patterns, care has been taken not to obliterate the charm which lies in the vari-colored fibre of the ground. Wash colors are used, which allow the fibre to show right through. Delightful effects are obtained. There are new patterns in foliage design, with just a suggestion of bright colors in the flowers scattered here and there amongst the

large leaves. Then there is a self-toned conventional pattern which forms a stripe, with a dash of brilliant tone in the dividing lines of the pattern.

Woven and All-over Effects

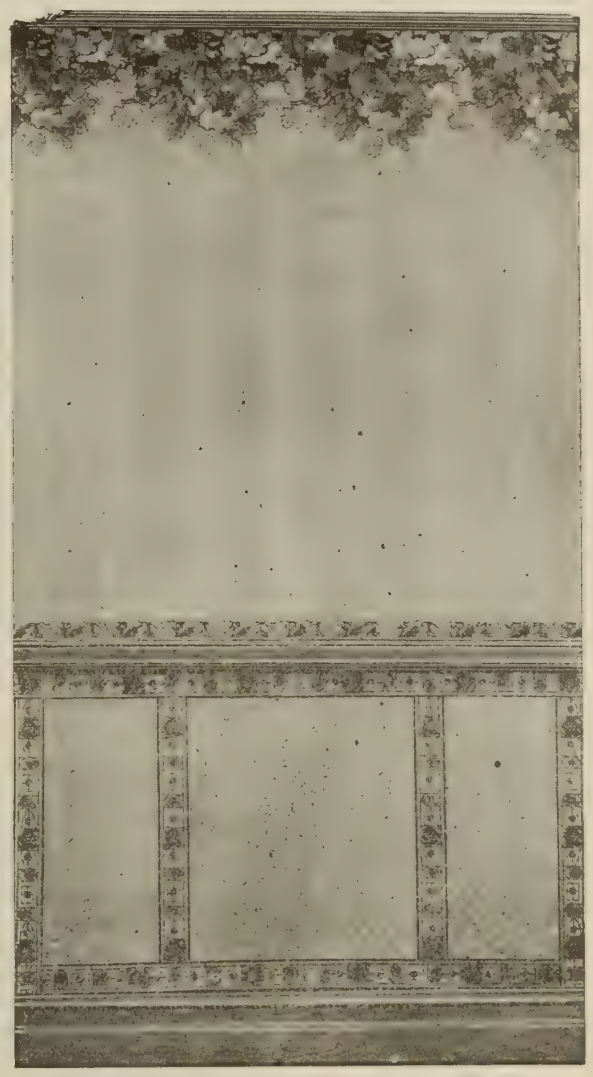
The new Mattines, which stand out in the thirty-inch goods, should be met with keen admiration and create big sales. They are in original weave and all-over patterns and in a variety of aesthetic colorings. These are very attractive and eminently practical, and are shown with matching hand-painted trimmers in a splendid variety of high-class designs and colorings.

New 21-inch Parlor Paper.

For the housekeeper who is troubled with that Springtime problem of what to put on the parlor walls one manufacturer has made a special effort. This is a new line with all original designs. There is a rainbow of colorings in attractive and appropriate hues. The patterns, 21 inches wide, are pressed out in high relief on extra heavy special stock, the texture of the silken fabrics which they resemble being accurately reproduced. This is a line which compares favorably with the imported goods, and is one which retailers should try to press as encouraging the higher artistic idea in wall covering.

For the bedroom and the reception-room there will be dainty effects in cretonnes, chintz, dimity and muslin designs, with striped backgrounds in soft colorings. Some very formal conventional designs with woven effects are shown also in colors, and some in which a silvery shimmer predominates. For the dining-room there are tapestry effects. These are treated with a new oil over-printing process, which closely reproduces the actual weave of the fabric. So finely executed is the workmanship that it is hard to realize that one is not beholding the warp and woof of the actual fabric.

With such papers for the bedroom and living-rooms, cretonne hangings can be effectively shown, and dealers who have tried the combination have found it very satisfactory as a business bringer. Even a larger range of cretonnes is being shown, which give perfect harmony with the wallpaper, and at once give the customer an idea of the relative effect of one on the other. Dealers will do well to give prominence to cretonnes for window decorations where the draping of the soft material is very effective in setting off the wallpaper—showing the actual appearance of the paper will often turn a doubtful prospect into a purchaser.



From 1915 lines of Colin McArthur & Co.

THE MEDICINE MEN OF EEH-NIS KIM.

(Continued from page 45.)

ed as full of intellectual meat as an egg is of the grosser variety.

Then the recreation tent again, recreation in the fullest sense of the word. With gramaphone and piano, songs and dancing they saw the night grow old—and young again. Good fellowship and gay camaraderie reigned supreme; all good fellows together making a perfect ending for a perfect day.

BUY AT HOME.

Kerksmith & Kickshaw deal in wax and Chinese eggs and carpet tacks. They are good sports in every way; they cough up money every day to make the town a better place in which to live and push your face. They hire a dozen clerks or more, who wait on patrons in their store. Our cross roads burg they would upbuild, and see it with glad people filled, and to that end they blow their scads like truly patriotic lads. But when we need of eggs a few, we send away to Timbuctoo; and when a carpet tack we wish, it's shipped from Ypsilanti, Mich. Each has the notion in his dome that things are best away from home, and so we order hods and hats, and humming-birds and Maltese cats, from strangers in some town remote, who would not know us from a goat. We ship away our hard-earned kale, and get our fourth-rate junk by mail. Say, are we seers, or are we fools? Those strangers don't support our schools, or keep the peeler on his beat, or help to pave Commercial street. They do not paint the village pump or build a fence around the dump. If our old burg were blown away they wouldn't care a bale of hay. Kerksmith & Kickshaw ought to get the local trade, already yet.

WALT MASON.

Practical Problems for Sheet Metal Workers

How to Develop Chimney Caps

By E. Bronson.

IN this problem is shown how to develop a chimney cap. In many instances, the action of the weather, combined with gases, causes the top of the chimney to become unsafe. To prevent the action of the weather on the brickwork, a metal cap similar to that shown in Fig. 1 may be used to advantage. The outline or profile of the cap follows the outline of the brickwork, with the exception of the bottom member, which projects out from the chimney to throw the drips clear off the brickwork.

In Fig. 2, the outline of the cap is shown over the outline of the brickwork, but does not fit close to it, but is made with fewer brakes or members. The dotted lines in the side view in each figure show the lines of the flues where they come through the cap. They are not shown on the patterns, as in most cases it is better to cut them out after, as the flues never come very even at the top, and collars can be fitted on after cap is made up.

Having obtained the size of chimney to be capped, draw end and side views as shown in upper part of Fig. 1. To obtain stretchout, space off from center at top to bottom on either side, as there are no round members or mouldings, each member can be taken as one space, as shown by figures 1-2-3-4-5-6-7-8. To lay out pattern of end, draw two stretchout lines a distance apart equal at least to the width of the end, as A-A and B-B. Draw a line at right angles to A-A, connecting it to B-B as at 1-1. From point 1 on each of the stretchout lines mark off spaces shown on side view, from 1 to 8. Draw lines from A to B connecting points 2 to 2, 3 to 3, 4 to 4, 5 to 5, 6 to 6, 7 to 7 and 8 to 8. On the end view draw a line in the center from top to bottom as shown by line 1-A. In the center of space between stretchout lines, draw a line as 1-A on pattern. Using these lines as a point from which to work from. In order to mark both sides of pattern without too much shifting, begin at A on end view. Measure the distance point 8, and mark off this distance on line 8-8 from point A on pattern. Measure off the distance of points 7-8-5-4-3-2-1- on line A to 1, and mark off in a similar manner from line A-1 on pattern, a line drawn through the points thus obtained will give you outline of pattern for the ends. To obtain pattern of sides draw two stretched lines, as C-C and D-D, and on these mark off the spaces shown on end view. On side view draw two lines as shown by 1-E and 1-F, on stretchout draw two lines as 1-E and 1-F the same distance apart as 1-E and 1-F on side view, using these lines as points to measure from. Begin at either 1-E or 1-F on side view and measure the distance to point 8, from either 1-E or 1-F, on pattern, mark off the distance thus obtained on line drawn from 8 to 8, and measure the other spaces, 7-6-5-4-3-2-1 in the same manner, and mark off on pattern. A line drawn through points obtained will give outline of pattern of sides.

The seams on the corners can be

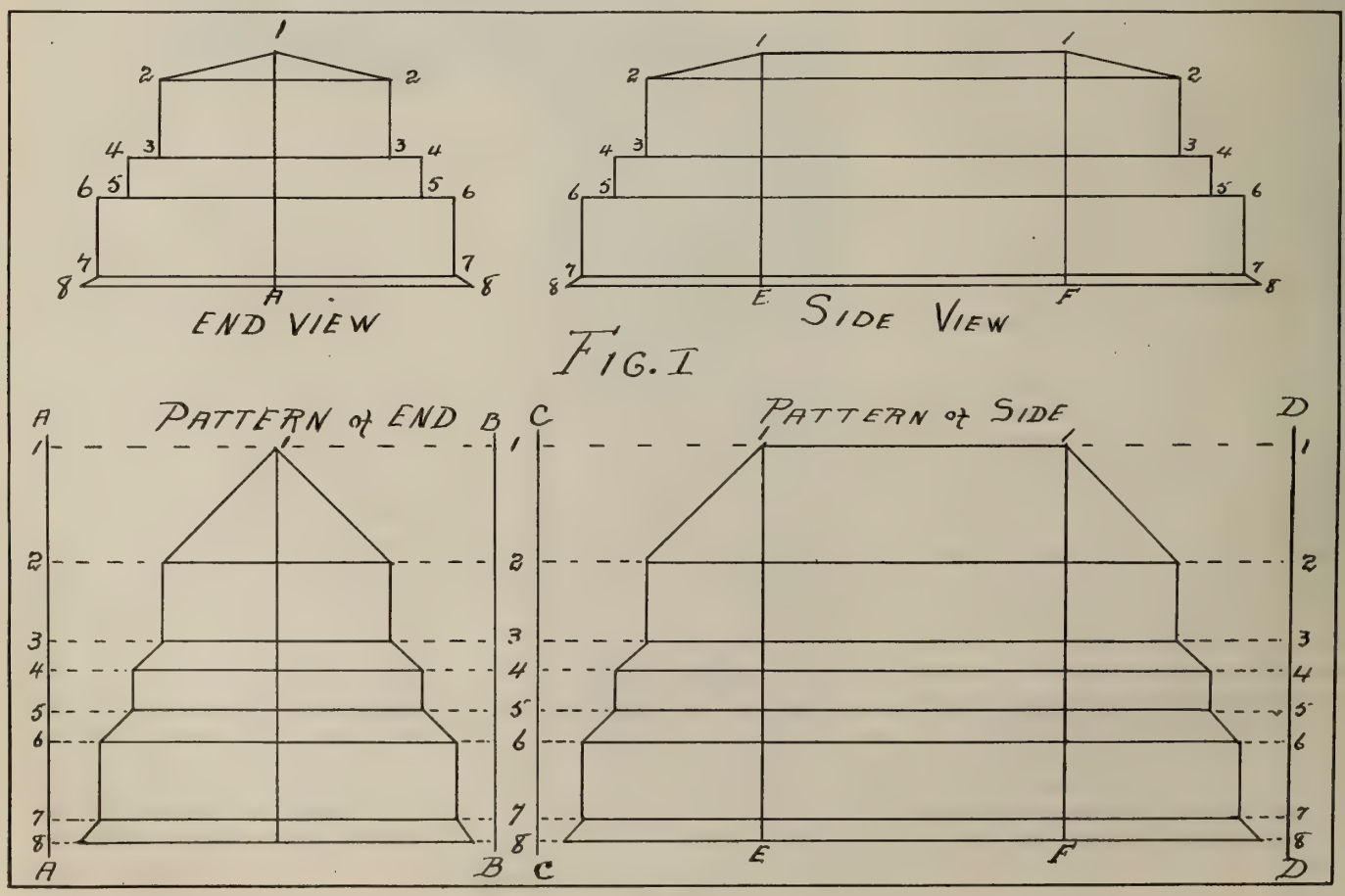


FIG. 1

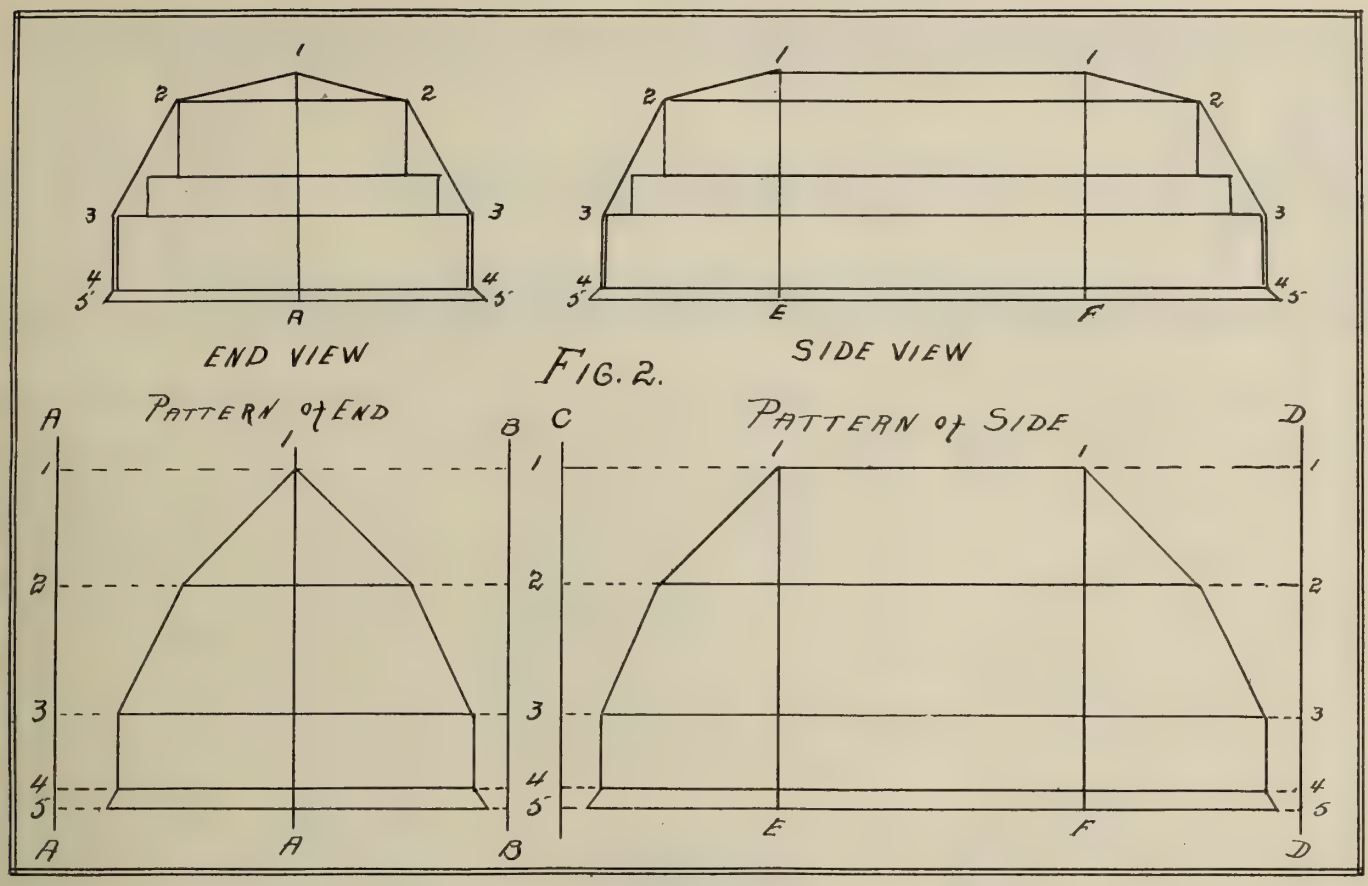


FIG. 2.

either lapped and riveted, or the seams on upright faces or members double seamed and the level members lapped and soldered; by this method it is an easy matter to keep the cap square.

As the cap shown in Fig. 2 is practically the same, we have not detailed the method to follow in developing patterns. While as shown, the patterns are full size, it is not necessary to make them so in actual practice, as a pattern five or six feet long would mean a lot of unnecessary work for nothing. In this case all that is necessary is a part of side as bounded by stretchout line C-C and measuring line 1-E. With this part of the pattern, the sides can be marked off from a straight line formed by the bottom of the cap, as 8-8. From this line draw a line at right angles, as 1-E. Lay pattern on two lines thus procured, and mark around with scratchawl or pencil. Lay off or measure the length of side required, and mark off the outline of pattern in a similar manner. Should the outline of the end and side of cap be the same on all its members, only one pattern, of course, need be developed.

It is only occasionally that great results are accomplished by accident or by the inspiration of genius. Most of us commonplace fellows must have the intention to do a great deal, in order that we may accomplish the little.

HARDWARE LETTER BOX



Water Systems.

Lashbrook Hardware, successors to J. T. Smiley & Son, Ayr, Ont.—Kindly publish in Hardware and Metal names of Canadian manufacturers of pneumatic water systems.

Pneumatic water systems are manufactured by the National Equipment Co., Wabash Ave., Toronto; General Machinery Co., Mulock Ave., West Toronto.—Ed.

Roller Doors.

Sumner Co., Moncton, N.B.—Can you kindly advise who makes Kinnear roller doors?

These doors are made by the Kinnear Manufacturing Co., Columbus, Ohio.—Ed.

Snatch Blocks.

Bonthron & Drysdale, Hensall, Ont.—Kindly advise us through Hardware and Metal who are manufacturers of large snatch blocks and block pulleys.

Snatch and block pulleys are manufactured by the Western Block Manufacturing Co., Westport, N.Y.; Mathias Klein & Sons, Canal Station 21, Chicago; Boston and Lockport Block Co., Boston.—Ed.

Climax Paper.

Please advise where I can get climax paper?

Canadian Fairbanks Morse Co., Toronto and Montreal, are agents for the Barrett Manufacturing Co., New Haven, Conn., makers of climax paper.—Ed.

Boat Patterns.

Geo. B. Jameson, Melfort, Sask.—Kindly advise where we can secure patterns for row boats, etc.

Patterns are offered for sale by Robertson Bros., Hamilton; Brooks Manufacturing Co., Saginaw, Mich.; Defoe Boat and Motor Works.—Ed.

Well Casing.

Curtis Bros. & Stage, Youngstown, Alta.—Kindly advise where perfection galvanized well casing is made.

Can any of our readers kindly supply this information?—Ed.

McClary's Picnic.

London, Ont.—Nearly 1,400 persons attended McClary's annual picnic held at Port Stanley on Saturday. The races and sporting events were keenly contested. A special train left London at 10 a.m., and the whole day was spent at the lakeside.

Current News

Dominion Incorporations.

Nash Temperature Control, Ltd., capitalized at $40,000, head office, Toronto, to manufacture, buy and deal in steam, water, gas and electric fixtures.

New Firms.

Tyvan, Sask.—F. G. Head has opened a hardware store.

Edmonton, Alta.—The Western Auto Accessory House has started business.

Lethbridge, Alta.—The Canada Malleable and Steel Range Co. have opened a store at 412 Fourth Avenue South.

Observing Half Holiday.

Campbellford, Ont.—Stores here are closing on Friday afternoon during July and August.

Rainey River, Ont.—The stores here, in common with most Ontario towns, indulge in a weekly half-holiday which in this particular place comes on Thursday afternoon during July and August.

Pratt & Lambert Salesmen's Trip.

Nine salesmen of the Pratt & Lambert Co. are now touring Europe as a result of a prize selling contest which ended on June 20. On the evening of July 1 a farewell dinner was given at the Waldorf Astoria, New York, by the Eastern Sales Department of Pratt & Lambert, Que.

Hamilton Firms Enlarge.

The Mills Hardware Co., with stores at 95 King street east and 425 Barton street east, will start next week on an addition to the King street store. The new addition will measure 20 ft. x 80 ft. and will enable the firm to enlarge the paint, summer goods, cutlery and silverware departments. A new department will be created for the purpose of stocking sporting goods, guns, and rifles. Additional space will also be devoted to the builders' hardware and contractors' supplies.

The Stanley Mills Co. are enlarging and remodeling the hardware department of their store.

A new store front is being installed, as well as new fixtures in the store interior. It is expected that when completed the store will be one of the finest in the province. F. H. Jeffery, formerly of Midland, is now manager of the Stanley Mills hardware department.

Kent, Garvin Co., dealers in builders' hardware supplies, are remodeling a large store, into which they will move when completed. The new store will have a wide frontage.

Ontario Incorporations.

The Standard Automobile Supply Co., capitalized at $40,000, head office, Toronto, to manufacture and deal in gasoline and allied products, auto accessories, etc.

The Underground Acetylene Co., Ltd., capitalized at $60,000, head office, Toronto, to manufacture and deal in lighting, cutting and welding machines, etc.



WALTER R. TURNBULL.

President of Turnbull & Cutcliffe, Ltd., hardware and stove merchants, Brantford, Ontario, has been appointed as one of the Brantford Street Railway Commissioners.

The railway is now being taken over by the city for municipal ownership, same as their waterworks system. Associated with Mr. Turnbull are A. K. Bunnell, C.A., and ex-Mayor Hartman, who were appointed by the City Council at a special meeting called for that purpose, authorizing these three commissioners to extend, improve and operate the Brantford Street Railway, also the suburban line to Paris and Galt.

International Safe and Register Co., capitalized at $100,000, head office Ft. Erie, Ont., to manufacture and deal in patented fireproof account registers, safes, strong boxes, filing systems, etc.

The Kortum Co., Ltd., capitalized at $25,000, head office, London, Ont., to manufacture polishing and buffing wheels and to deal in electro-plating and polishers' supplies.

Canadian Storage Battery Co., Ltd., capitalized at $40,000, head office, Toronto, to take over the business of Lewis Barter and Dwight E. Tyner, of Toronto, and to manufacture and deal in batteries, spark plugs, motors, etc.

Personal.

Geo. M. Rice, of Whitby, made the rounds in Toronto this week.

G. J. Lowrie, of Maple, was a hardware visitor in Toronto this week.

Streetsville.—James Dandy was in Toronto on hardware business this week.

Francis Coy, Sr., the veteran hardware man of St. Catharines, was in Toronto on Wednesday.

W. J. McClung, the hardware dealer, was a Toronto visitor this week, calling on the trade.

Mr. Trombley, of A. Trombley and Co., Belle Ewart, was in Toronto this week calling on the trade.

Messrs. Page & Hay, the former from the Agincourt and the latter from the Unionville store, were in Toronto this week.

David Miller, heating engineer, representing McClary Mfg. Co. in Toronto, has removed his office from Church street to 74 Richmond street.

J. O. Valois, Vaudreuil; J. Deschamps, Belisle Mills; J. O. Menard, Menard Corner; Arthur Laberge and Rena Laberge, Chateauguay, Que., were among the out of town buyers in Montreal this week.

E. A. Sherlock, of the Miller Lock Co., Philadelphia; F. O. Barber, of P. & F. Corbin, New Brittain, Conn.; A. G. Bowman, of Russell & Irwin Manfg. Co., New Brittain, Conn.; L. M. Willard, Millers Falls Co., New York; and J. E. Ruby, of Cassidy, Fairbanks Mfg. Co., Chicago, were calling on the trade in Montreal this week.

Too many retail competitors are suspicious of each other, and sacrifice legitimate profits in order to create the impression that they cannot be undersold by the other fellow.

Junior Clerk's Page

CONCENTRATE YOUR ATTENTION.

By William Edward Park.

HERE'S a point that the young clerk who wants to advance in his profession will find well worth considering:

Give every bit of your attention to the customer in hand.

There isn't a clerk from one end of the country to the other who wouldn't like to be an A1 salesman. There are in every small town salesmen who seem to fairly stand out from their fellows—born salesmen, who appear to the beginner to have a sort of mysterious trick of persuading customers and selling goods. And clerks less expert and less experienced, who freely admit that they don't rank as high in the selling game, are naturally envious of the brilliant leaders.

Yet the clerk who wants to be a good salesman can at least be a better salesman than he is. Let him take thought of his selling and steadily strive to improve, keeping his eyes open for the hints which every transaction offers to the wide-awake clerk.

One of the first things he will notice is that he seems to make sales a great deal more readily where he concentrates all his attention upon the sale—that is, upon the goods and upon the customer.

You've noticed that in your own experience. Stand behind the counter and hand out goods and at the same time let your thoughts go straying back to last night's party or ahead to the city league game tonight, and you can't seem to interest the man on the other side of the counter. But put these other things out of your mind entirely, give your every thought to persuading the customer and demonstrating the goods, and sales seem to come easier.

Try it a few times. Try it till concentration upon each individual sale becomes a sort of habit. It may be a little difficult at first—but keep on trying.

Of course there are bound to be interruptions now and then which will distract your attention. But nevertheless, try to get into that mental attitude where, the minute you go forward to wait upon a customer, you become all attention.

To make a real success of anything, you have to put your heart and soul into it. That's as true of every other work as it is of salesmanship. And if you want to interest your customer (which is a prime essential in successful selling) you must first be yourself interested—thoroughly interested—so thoroughly interested that you can't think of anything else. Whatever your dealings with people, the same thing holds true. Approach them in an indifferent, hesitant, don't-care-whether-you-go-or-stay fashion and you'll find them shockingly indifferent. Be interested in them, and they'll be interested in you.

I've proven that dozens and dozens of times in my own experience.

When you're interested in your sale—when every bit of your attention is centered upon the selling—you'll notice things that will help you. You'll quickly discover what it is that leads your customer to hesitate. Many would-be purchasers are reticent about voicing objections; but the most reticent customer is is mighty sure to drop an unintentional hint which the wide-awake clerk will be sure to notice, and the indifferent clerk never. And when you know where the trouble is, you'll be able to answer objections, in many cases even before they are actually voiced. And when you're wide-awake and watchful in selling, you'll grasp every opportunity to be attentive to the customer—to point out facts regarding the goods which, otherwise, you'd take for granted the customer knew; to render little attentions, such as the better tying of a parcel which will be appreciated.

And you'll show the goods more quickly—which is a mighty important thing. Said an experienced hardwareman to me a few days ago: "A crackerjack salesman will sell the goods while some follows are saying good morning."

What's worth doing at all is worth doing with your entire heart and soul. That's true of selling. And you'll find that selling is a lot easier work, and a lot more pleasant, where you concentrate your mind on each sale as it comes.

TWO PAINT TRAVELERS.

Pallette.—"The ladies seem to be very lightly attired this summer."

Spatula.—"Yes 'Pal,' most of 'em look as if they only had a 'PRIMING' coat!"

William H. Evans.

SPEED VS. RESULTS.

The young workers, and some old ones, are apt to think that the man who makes the most motions per hour has attained the height of human efficiency. Nothing could be more erroneous. It is not speed that counts: it is results. The long-legged ostrich appears rather speedy to the casual observer as he lopes over to his favorite sand heap and inserts his head in the same to keep out of the hunter's way, but the result is to laugh. If the fast workers could only learn to slow up on their hands and whip up above the ears many incidents that are to serve as warnings to future generations would never feel the searchlight of fame.

The motion, the act, the speech that is thought out before it is ushered into the world is the one that gets results.

REMARKS OF THE JUNIOR CLERK.

Some men carry their courage around in a pocket flask.

* * *

Boat rockers on the sea of business deserve their fate.

* * *

Some men are honest because they are too poor to be otherwise.

* * *

It sometimes happens that the chap who hesitates doesn't get lost.

* * *

Be sure you are right but don't be too darned sure that everybody else is wrong.

* * *

Some fellows don't think they are being treated right unless you say to them: "What are you going to have?"

* * *

Many of us know just what we would do in the other fellow's place but never succeed in doing the right thing in our own place.

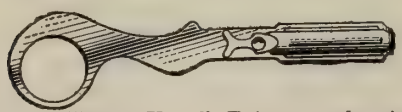
New Hardware Goods

Offered Canadian Hardwaremen

FOUNTAIN RAZORS.

The Arnold Company, manufacturers of Fountain Safety Razors and Blades, of Reading, Pa., are offering to the Canadian trade some new devices as shown in the accompanying cuts.

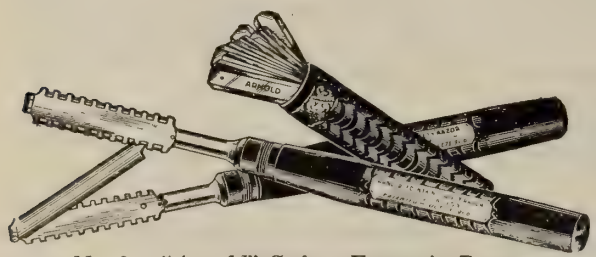
Number one shows the "Arnold" Safety Nail and Corn Trimmer. It is conveniently made so that it can be used



No. 1.—"Para Korn" Trimmer showing safety cutting arrangement.

in the same manner as a knife and has a cutting arrangement of a safety blade that is similar to that of a safety razor.

Cut number two shows the "Fountain" model of safety razor so-called on account of the resemblance of the case to that of a fountain pen. This case is made of hard rubber and may be carried in the pocket like a pen. Holders are made with gold bands and gold comb and contain either six or twelve blades and others are made without the

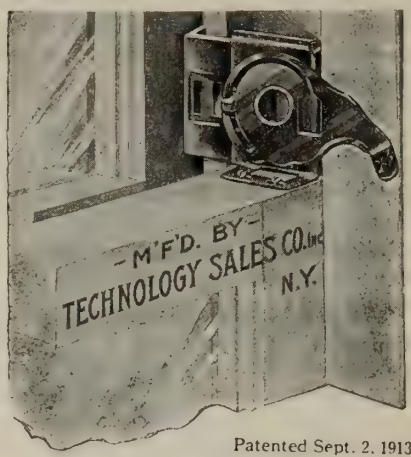


No. 2.—"Arnold" Safety Fountain Razor and Holder, with extra blades.

bands and with nickel plated combs and six blades.

VENTILATOR LOCK.

A new ventilator lock that may be easily and quickly attached to windows and will fasten the window tight in any position, open or closed, is being offered to the Canadian hardware trade by Saunders & Wainwright, 204 St. Nicholas Bldg., Montreal. It is claimed for this device that it will check noisy rattling, will let fresh air in, keep the children from falling out and stop the burglar, etc. It may be used in several ways so as to prevent either the upper or lower sash from being moved, can be applied to any ordinary window and is inexpensive. The ventilator lock is solidly made of pressed steel, in various finishes.

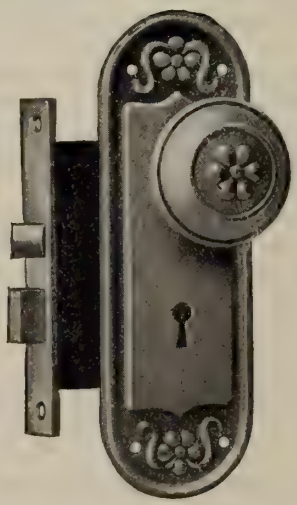


Patented Sept. 2, 1913.

Saunders & Wainwright ventilator lock for holding windows in any position.

GLEN DESIGN.

The Taylor & Boggis Foundry Co., Cleveland, O., have just placed on the market another new and attractive design of lock set here illustrated. It is known as their "Glen" design, and is made in both wrought steel and wrought bronze metal, and furnished in all the popular finishes.



Glen Design.

MARITIME HARDWAREMEN MEET.

St. John, N. B., July 11, 1914.

A MOST successful convention of the Wholesale Hardware Dealers' Association of the Maritime Provinces was held in Fredericton this week, with a large attendance from different parts of the Atlantic provinces. Officers for the ensuing year were elected ,matters of interest to the trade discussed, and a generally enjoyable time had from every viewpoint. The officers chosen for the ensuing year were as follows: President, H. H. Dalton, Halifax; vice-president, R. M. Bartsch, St .John, and member of the executive, R. B. Simons and J. L. Crowell, of Halifax, N.S.; W. T. H. Spinney, of Yarmouth, N. S. John Neill, of Fredericton, and J. F. Tilton and F. A. Foster, of St. John. The secretary is yet to be elected.

The reception and entertainment committee from among the Fredericton members certainly looked after the interests of the visitors during their stay in hospitable manner. Upon arrival, after a sail up the St. John river from St. John, the visitors, forty-four in number, were the guests of J. S. Neill & Sons on an automobile tour, and in the evening had luncheon at the beautiful summer resort, "The Birches." on the river, as the guests of the McFarlane Manufacturing Company.

A feature not on the regular program, but which proved most unique and enjoyable, was the visit from one of the "monarchs of the New Brunswick forest," which should be not particularly friendly towards hardwaremen in general, a large bull moose. The lordly beast stalked out of the woods near where the picnickers were having luncheon, and unconscious of their admiring glances, took to the water and swam to the opposite shore, pausing for only a moment to glance around, and then stalking majestically into the woods and disappearing. The incident caused delight to the hardwaremen present, and reminded them that they must look early to their sporting goods department to see that all was in readiness for the opening of the hunting season.

The ladies in the party were entertained at the Fredericton Boat Club

(Continued on page 55.)

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Reports from hardware jobbers continue encouraging and July business so far has been very satisfactory. Retailers are still ordering in small lots but orders are numerous and a very fair volume of business is passing. The general opinion is that July will make a good showing. The metal markets have been subject to considerable fluctuation which has hampered trade, but prospects again seem better for gradual improvement. Price shading is still evident and orders are mostly for small lots. Stove manufacturers report business as being rather quiet with not much chance of a marked improvement until fall. Paint manufacturers report that business with the retail hardware trade has been satisfactory. Vacations are now in order and many warehouse employees and travelers on vacations. Reports from Winnipeg indicate uneasiness as to crop conditions, combined with the turmoil of a Provincial election, has affected trade somewhat adversely.

MONTREAL.

MONTREAL, July 16.—A very satisfactory volume of business reported by the jobbing houses and manufacturers. Thus far July has been up to expectations, and it is anticipated that the month as a whole will show up well. There is usually a little slackening during July and August, when many employees are away on vacation, but indications are that orders will be about equal to other years at this season. Collections have been very fair, and there is no particular complaint on this score.

Summer Goods.

The exceptionally warm and dry weather that has prevailed for the past few weeks has had the effect of keeping up an active demand for summer goods. Garden hose, for instance, has been moving exceptionally well, owing to the lack of rain. Repeat orders for other seasonable goods have also been frequent and generous.

Nails, Screws, Rivets, etc.

The nail market is very quiet, and there is no change from previous quotations, which are: $2.25 base for wire nails, and $2.50 base for cut nails, Montreal. Following the advance in the price of screws, which was announced two weeks ago, there was quite a flood of orders, and many of the retailers endeavored to place orders at the old figures. Present discounts for flat head bright and round head bright are: 85, 10, 7½, 10 and 5 per cent. All other lines are unchanged at the discounts listed in the current market quotations. The discounts on rivets and burrs of all kinds are also without change.

Metals.

The quotations on metals have not changed since last week, but there has been a steadying in some lines. Tin is firmer, and the price of solder is stiff, with every prospect of higher figures being asked in the near future. Pig iron has been moving very slowly, and sales made have been of a hand-to-mouth character. Quotations this week are as follows:—Tin, 37½c; sheet zinc, $6.75 in casks and $7 in small lots; lead, $5.10; antimony, $8.50; spelter, $6, and copper, $15.50. Ingot brass, red, is 14c lb.; ingot brass, yellow, 13c lb.; wire solder, 23½c; half-and-half, 22½c, and wiping solder, 22c.

Bar Iron

Sales of bar iron are small at present, and market is quiet, with quotations still at $2.05 base, Montreal.

Lead and Lead Waste Pipe.

The demand for lead products has been rather quiet lately, and market still has a firm trend. Quotations for lead pipe are 7½ cents, and for lead waste pipe 9 cents, with discounts of 7½ per cent.

Rope, Twine, etc.

Cordage lines have been selling steadily, and there has been no exceptional demand outside of binder twine, which is going freely now. Prices are unchanged as follows:—Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are:—Best Manila, 650 feet to pound, 13½c; Manila, 600 ft., 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Stoves and Ranges.

There is little change in the stove situation, and business continues to be on the quiet side. Some sales are being made in a regular way, but there is not much chance of a marked improvement until the fall.

Fall Requisites.

Jobbers report that orders are coming in now for guns and ammunition, and the outlook is for a successful season's business in this line. Harvesting tools are moving well.

TORONTO.

TORONTO, July 16. — The local hardware jobbers report an unexpected increase in sales for this week and appear at a loss to account for same, coming as it does in midsummer. Paint and metals lines are quiet, however. Metals form the basis of much comment. Tin has fluctuated violently and some shading of prices has occurred in other metals owing to scarcity of orders.

One theory advanced to account for the present increase in orders is that the early part of the month in a dull season would be likely to show a rush of hold-over orders. However, the first week in July should have seen such orders out of the way.

Metals.

Metals showed less activity during the past week except in the case of tin which has fluctuated violently up and down and the price of which is at present 34c. The high for the past week was £147 5s., the low £144 15s.

The market shows manipulation from some source, at present unknown. Production and consumption is too steady

for any question of supply and demand to have wrought the change. Trades in large quantities of three months' tin that appeal to speculators offer a possible solution of a condition that appears to be as much of a puzzle in New York as here.

Lead at 5.15, and copper from 14¼ to 14½ are quiet and zinc at 5½ is steady. Pig iron is still dull.

Ruling quotations in other metals are as follows:—Antimony, 8¾c to 9c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 23c lb.; pattern aluminum 22c to 24c; ingot aluminum, 18½c to 19½c lb. acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 21¾c lb.; wire solder, 26c lb.; tinkers' bar solder, 27c lb.; lead wool, 8c lb.

Nails, Wire, Screw and Rivet.

Steel lines are all quiet and show the results of the price-cutting that has occurred, particularly in the United States. Nails are still 2.25 base for wire, and 2.70 base for cut. The discount of fine steel wire is 25 per cent.; smooth steel wire is 2.30 base for No. 0-9 gauge, and other sizes in proportion.

Since their late raise screws have remained stationary. Flat head, bright, are still quoted at 85, 10, 7½, 10 and 5 per cent.; round head, bright, at 80, 10, 7½, 10 and 5 per cent. Iron rivets, blocked and tinned, remain at 75 per cent., and iron burrs the same. Copper rivets, usual proportion, 35 and 12½ per cent.; burrs, 30 and 12½ per cent.

Rope, Twine, etc.

Cordage lines report a brisk business with hayfork rope and binder twine selling best. A possible shortage in the States is talked of in some quarters, partly owing to delays in ordering which are putting jobbers and manufacturer behind, combined with a big crop. It is not known yet as to whether Canada will be affected by a shortage there, if it does come.

Pure Manila remains at 15c base, and British at 11c. African hemp is 11c, and sisal, 10½c.

Tents and Duck.

Duck remains as per current quotations with a good demand. Tents and other made up articles continue to sell well and probably will until the end of the season.

Freezers, etc.

Freezers show a good demand and are priced as per current quotations with no recent changes. Demand in other summer goods varies with variety. Refrigerator sales are practically over, but demand in screen doors and windows is still good. Campers' lines remain in good demand.

Stoves.

Stoves show the increase in sales that is common to other lines. The warm weather has aided oil lines in particular as each succeeding hot wave causes more people to adopt anything that will tend to assist in maintaining a low temperature.

Cement, etc.

Cement remains at the old price of $1.85 and is in good demand. The Welland canal and other public works have all tended to assist sales in this line in what has proved to be a comparatively quiet building season.

Builders' Hardware.

This line compares less favorably with 1913 than almost any other class of goods. Demand is comparatively quiet, but the fitting of interiors in the fall is expected to stimulate things. The speculative element is not building to the extent of former years.

Harvest Tools and Threshing Supplies.

Harvest tools such as forks and barn equipment, machine repair parts, wrenches and other threshing and harvest supplies are in good demand and are as per current quotations.

LONDON.

LONDON, July 14.—Business continues fair, although it is a little slower than last week. All seasonable lines are in fair demand. Collections are good and local merchants anticipate a heavy fall trade.

Oil and Turpentine

Linseed oil remains unchanged since the decline announced last week, and the following are ruling quotations:—

Raw Oil—

1 to 2 barrels	60c per gal.
3 to 5 barrels	59c per gal.
6 to 9 barrels	58c per gal.
Less than barrel	65c per gal.

Boiled Oil—

1 to 2 barrels	63c per gal.
3 to 5 barrels	62c per gal.
6 to 9 barrels	61c per gal.
Less than barrel	67c per gal.

No change has taken place in turpentine quotations, which are as follows:—

1 to 2 barrels	70c per Imp. gal.
2 to 4 barrels	69c per Imp. gal.
5 gal. lots	77c per Imp. gal.

Building Materials.

The carpenters' strike has affected the building trades to a considerable extent, but the demand for building materials, particularly for the smaller class of buildings, is fair. Red mortar stain in 400-lb. barrels is quoted at 1⅛c per pound, while black mortar stain in 250-lb. barrels is quoted at 2 cents per pound. Solid sash weights are quoted at $1.50 per 100 lb.; ½-lb. sections at $2.25 per 100 lb., and 1-lb. sections at $2 per 100 lb.

Wire nails are only in fair demand, and are quoted $2.25 base for wire nails and $2.70 base for cut nails. Wood screws remain unchanged from last week, and are quoted as follows:—

Screws

Flat head, iron, 85, 10, 7½, 10, 5 per cent.

Round head, iron, 80, 10, 7½, 10, 5 per cent.

Flat head, brass, 75, 10, 7½, 10 per cent.

Round head, brass, 70, 10, 7½, 10 per cent.

Sash cord is quoted as follows:—No. 6 at 30½c lb.; No. 7 at 29½c lb.; 8, 9, 10, 12 at 29c lb.

Harvest Tools.

Harvest tools are moving well. A number of fall and winter lines are being booked.

WINNIPEG.

DURING the past week uneasiness as to crop conditions, combined with the turmoil of a provincial election, has affected business somewhat adversely, and trade has been quiet.

Crop is Patchy.

The Western crop is an exceedingly difficult one to summarize this season. In some districts it is particularly good, in others very poor, and at the end of last week the whole country was becoming extremely uneasy at the long continuance of heat and dry weather.

Ample rain on Saturday night and Sunday morning, extending from Winnipeg to Central Saskatchewan, has undoubtedly improved general prospects.

As far as I am able to size up the situation, it appears that the Red River valley will have a light output, the Pembina and Souris valley very good. Along the main line of the C.P.R. as far as Qu'Appelle the outlook is unsatisfactory. Qu'Appelle valley is generally good. Northern Manitoba is below the average. Northern Alberta has had over-much rain. Southern Alberta ar insufficiency. It is probable that with the increase in acreage this year's total output will be about equal to that of last year.

Wheat Prices Low.

With a good price for this produce the business outlook might be considered as favorable, but unfortunately there seems little prospect of anything but a low price for wheat, as even should the spring wheat crop in the United States deteriorate one-half from the July 1 Government report, the United States crop can hardly be less than 900,000,000 bushels. Kansas City September wheat is quoted at about 71c, December 74c, while our October is at 82c and December 80c (Fort William). This is too low a price to leave any profit for the producer.

It is possible that after the first rush Kansas farmers will start to hold wheat, as they have on previous occasions. With an undoubted strong European demand there is a chance of a stronger market if the American crop is not thrown on the bargain counter. Much depends on how the crop is marketed, for the world is not going to be oversupplied.

There are no changes in prices to record this week, and the demand for general hardware is fair. Harvest tools are moving fairly well. Builders' supplies about normal; but building in the city and in the country is not as active as building permits taken out would seem to indicate.

Paints and oils are seasonably quiet. There is, of course, a considerable consumptive demand for new buildings, but renovating work is not much in evidence. Linseed oil is steady and dull, but with a very deficient flax crop, both as regards acreage and yield, oil should be much dearer if industrial conditions improve.

There is still some inquiry for gas and oil stoves, and stove men are preparing for fall trade in heaters. Plumbers' supplies moderately active.

MARITIME HARWAREMEN MEET.

(Continued from page 52.)

quarters in the evening, while the men attended their business meeting. Next day the return was made home to the various parts of the provinces whence they had come. All had a very enjoyable time and voted the convention a decided success.

DEVER.

MILLS SHOWING FIRMNESS.

Cleveland, Ohio, July 16.—The Iron Trade Review to-day says:—An interesting development in competition between American and English manufacturers is shown in the bidding for a year's requirements for water pipe for the city of London. R. D. Wood & Co., Philadelphia, underbid the English syndicate 25 cents per ton, but public sentiment against allowing Americans to furnish pipe for the English metropolis was so strong that the city officials finally awarded the English syndicate the contract. The specifications bid upon called for 15,000 tons, assorted sizes, but the full year's requirements would probably have amounted to between 50,000 and 100,000 tons.

The principal pig iron sales of the week are 10,000 tons of malleable to the Eastern Malleable Iron Co., and 10,000 tons of basic to a St. Louis steel foundry. Implement manufacturers are endeavoring to make contracts for bars at very low prices and are succeeding in some cases, but mills are showng considerable firmness.

REMINISCENCES OF FIFTY YEARS.

(Continued from page 41.)

days, ran a line of propellers that included the Ocean, the American and the old Dominion and that made a weekly trip up from Montreal as long as navigation was open. We always looked forward to, and made a festival of the first ship of each spring.

These steamers used to carry manufactured products up from Montreal and grain and flour back and we never dreamed of shipping by rail; no one was in a hurry and incidentally the water rates offered a saving that we simply could not resist.

Our stock came mostly from the Old Country for there was little or no manufacturing done in Canada and few importations from the States. Cut nails were the only variety offered the trade and they were turned out in Montreal. Scotch iron held the market in that line and absolutely no heavy hardware came from the States. Our screws were all of the Nettlefold & Chamberlain brand, of Birmingham, where the famous Imperialist was engaged in the manufacture of them previous to going into politics on a large scale. We had no stoves nor tinware, and our stock consisted almost entirely of shelf and heavy hardware.

The principal crops in this vicinity were fall and spring wheat, oats, potatoes, etc. Since then those crops have given way to the fruit that has truly made this the Garden of Canada.

Even in our earliest days we were blessed with opposition here and so have always been kept on a healthy qui vive. There were just the two of us in the store and we were so hard worked that we used to post our books up of a Sunday. My brother finally rebelled, saying, "I vote that if we can't make a living at this business in six days, that we quit it."

I agreed, so we stopped, and later began to take a weekly half holiday. The store consisted of one floor, sixty by twenty feet then, and five thousand dollars would have bought our stock. It now occupies three storeys and a cellar with a depth of two hundred feet from window to receiving room and there is a stock of fifty-five thousand dollars on hand.

Those who are in a position to know say that we St. Catharines merchants pull together more evenly than those of some towns and prosper accordingly. We buy goods at a discount from one another, but do not borrow them. That was tried out here and happily discontinued.

In short, we have come to the conclusion that it is better to keep friends and keep posted than to go about with chips on our shoulders. A friendly rivalry is found to be more productive of results than a bitter one and instead of attempting to draw a ruinous trade by low prices, we draw a profitable one that is attracted solely through the quality of the service offered.

CORRECTION.

In the June 20 issue of Hardware and Metal we inadvertently stated that the Saskatoon Hardware Co., Saskatoon, Sask., had again opened up on Second avenue, thus giving the impression that the store had been closed for some time and then re-opened, which is not correct. The Saskatoon Hardware Co. have moved from their old stand on the corner of 22nd street and 2nd avenue, to much larger premises—almost five times as large as the former premises.

We wish to correct the impression that the Saskatoon Hardware Co. store was closed, as such was not the case.

ADDITION TO TORONTO MARKETS.

Decline in Pipe.

Black and galvanized lapweld wrought iron pipe has declined another half point, following that of May 1st. The reduction affects only the sizes over four inches. Present discounts are as follows:

	Lapweld. Black	Galvanized
Standard 4½, 5 and 6 in....	72	62
Standard 7, 8, and 10 in.....	66½	55½
X strong P.E., 4½, 5 & 6 in.	67	58
X strong P.E., 7 and 8 in.	58	47
Genuine Puddled Iron, 4½, 5 and 6 in.	64½	54½
Genuine Puddled Iron, 7 and 8 in.	59	47

COUNTRY REST ROOMS.

Is there any good reason why the country dealer cannot imitate some of the large city stores, for instance, by installing a rest room for tired farmer's wives? Big city stores have found such an innovation to be valuable adjuncts to their business, both in an advertising sense and otherwise. The country merchant has a still better opportunity here by reason of the fact that the farmer or farmer's wife who comes in for supplies is usually put to considerable trouble by having to drive around from store to store to collect the various purchases.

Why not have a room where the tired woman may rest and where her parcels from the grocery and the dry goods store may be brought and assembled for her convenience? And why not a smoking room for Dad—not necessarily a palace, but a place where he can sit and smoke without feeling that he is in the way?

Try it.

Paint Department

A Unique Invitation to Paint Men

An Unusual Opportunity to Assist in the Editing of The Paint Page—A Discussion in the Cabinet—The Cub Introduces a New Idea That the Paint Editor Elaborates On.

HARDWARE AND METAL was in conference. The chief spoke: "As suggested last week, we will take up the matter of the best manner in which to interest Hardware and Metal paint men in their own uplift to an even greater extent than at present. Any suggestions?"

The Paint Editor looked at him. "By what means?"

"Any means that will further arouse the rank and file to the necessity of keeping in closer touch with one another and with their trade journal, if they expect to keep up in the race."

"Why not use the pages of Hardware and Metal?" asked the Paint Editor.

The rest of them looked at him in astonishment.

"Oh, yes, I know," he said smilingly, anticipating their question. "We already use Hardware and Metal; but why not let the paint men use it, too, by throwing ourselves open to their criticism and our pages to their views."

"You're going to ask for knocks?" asked the Cub in round-eyed wonder.

"Not knocks, but constructive criticism, my son. We criticise the paint men or praise them, as the occasion demands, and we'll put the reverse English on it by inviting them to do the same—criticise and praise one another and us, just as they see fit."

"Gee!" It was the Cub. "And make a new kind Donnybrook Fair out of Hardware and Metal, make it a paper playground for all who wish to run amuck," said the Builder's Hardware Editor, aggrievedly.

"Decidedly not." It was the Paint Editor who spoke again. "Hardware and Metal readers are not of that calibre. But many of them have grievances, suggestions and views to air, and don't know where to look for a vehicle to express them in. I——"

The Chief interrupted. "Very good idea. You plan, I take it, to mail cards to our subscribers calling their attention to the necessity of working with us and asking for suggestions?"

The Cub began to stutter in his anxiety to shove his oar in. "Why not report this conference on the Paint Page, it will—"

The Builder's Hardware Editor became an outraged mother guarding her child. "And make this journal a newspaper, a regular yellow journal?"

"I'm inclined to agree with the Cub," came from the Paint Editor, who was now thoroughly on his mettle. "Form postcards are usually relegated, unread, to the wastebasket as a nuisance. Again, the man who might possibly read such a postcard would be inclined to throw it away, anyhow, saying 'Another circular,' but let him read it as a direct request from man to man in the pages of his favorite trade organ and he will be impressed by the cleverness of the idea and the unique quality of the appeal will slip itself over."

"Better than an open letter to our subscribers?" ventured the interested chief.

"I think so. Open letters are in almost every other issue of every magazine published nowadays: the Cub's idea of reporting this conference verbatim will interest the trade to the extent of wanting to know how an editorial conference differs from a store conference, and once they read the article they will be convinced of the sincerity of our motives."

"What do you think this will result in?" asked the Builder's Hardware Editor scornfully.

"It will result in a flood of letters from the trade, giving ideas on subjects that they would like to hear discussed and, I hope, some good articles from some of them for publication."

"They won't do it."

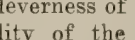
"Possibly, but I have confidence enough in my paint men to know that they will. I've bought paint from a lot of the boys and sold it to still more of them, and I positively know that all they lack is the opportunity to be up and doing something for the trade in general."

"How long will it require for this millenium to come to pass?"

"We'll hear from most of them inside of a week, because a man doesn't usually write to an editor except on the spur of the moment. But the results will be felt for a long time to come, as paint men, remembering this conference, will sit down and drop us a letter, outlining some idea that just struck them. But we'll get their present ideas at once."

The Cub's enthusiasm swept him off his feet. "Gee, I——"

"Conference ended for to-day," and the Chief snapped his watch.



SELLING HARDWARE AND GROCERIES.

(Continued from page 36.)

paper sample fixture is also prominently placed.

Mr. Kneen expects to make the wallpaper department a prominent feature of the store, as this has been a profitable line with other hardware dealers on the island of Montreal.

Mr. Kneen expects to put into the hardware department the same business qualities that have enabled him to build up the grocery end. He is a believer in the modern ways of doing business, and has equipped the store with cash registers, account registers, self-measuring pumps, etc. He is a consistent advertiser and gets out circular letters to customers and prospective customers frequently, and aims to make this a weekly affair.

He also keeps closely in touch with the credit end of the business and exercises considerable care in giving credit and making collections, as only in this way does he expect to achieve success.

"CHALCO"

A PAINT AND VARNISH REMOVER THAT'S 20% MORE EFFICIENT THAN OTHERS YET COSTS NO MORE

To Retailers, Jobbers and Manufacturers:

We are now able to offer in "Chalco" a Paint and Varnish Remover of unusual merit.

It's 20% more efficient than others.

TRADE CHALCO MARK

The Paint and Varnish Remover

"We pay no royalties to put on your bill."

Write for Proposition

"Chalco" is positively different and positively superior—it leaves the surface better for refinishing than any other product we've tested.

It does not injure the hands.

MANUFACTURED IN CANADA BY MARTIN-SENOUR CO., LIMITED
IN THE UNITED STATES BY THE H. B. CHALMERS CO., SCHENECTADY, N.Y.



The Painter Knows

Painters and decorators that enjoy the best patronage know that Berry Brothers' Varnishes produce results that are lasting and satisfactory.

They know that the House of Berry Brothers has manufactured high-grade varnishes for over 56 years—varnishes that have set a standard of first quality.

THE VARNISHES THAT SATISFY

Dealers can please both the painter and his customers by selling Berry Brothers' Varnishes—the kind that give lasting satisfaction.

These finishes are famed the world over for their durability and their high quality. Take advantage of this world-wide reputation by linking it up with *your* store.

Be the "quality" dealer in your town—sell lasting satisfaction with every varnish order. Write for more information. Investigate our plan of co-operation with progressive dealers.

Walkerville Ontario
Established 1858

BERRY BROTHERS (INCORPORATED)
World's Largest Varnish Makers

Weekly Paint Markets

MONTREAL.

MONTREAL, July 16.—The paint trade is still brisk and jobbers report that the volume of sales is very gratifying. From retailers there is much the same report, travelers almost invariably stating that business is good in all sections of the country.

White Lead, Paris Green, etc.

There has been no further change in white lead and sales have not been exceptionally heavy since the advance. The market is firm and quotations are: $8.40 for small quantities and $8.20 for ton lots.

With the warmer weather there has been a better demand for Paris green and sales recently have been quite brisk. Quotations are listed in current price list.

Turpentine.

Turpentine is very steady at the figures quoted last week and there has been a fairly active demand from both city and country dealers. Quotations are:

1 barrel .....67c per gal.
5 barrels .....66c per gal.

Five-gallon packages, 5 cents advance; packages extra; terms net.

Linseed Oil.

Jobbers here report that the price-cutting of Toronto dealers has not affected the situation so far as Montreal is concerned. There appears to be no valid reason for reducing prices, in fact the crop reports this year would indicate that higher prices will be paid before very long. The market is firm and quotations are:

Raw Linseed—
1 to 4 barrels .....61c per gal.
5 to 9 barrels .....60c per gal.
Boiled Linseed—
1 to 4 barrels .....64c per gal.
5 to 9 barrels .....63c per gal.

Gasoline and Benzine.

Gasoline continues in very fair demand, with quotations unchanged from last week. Lubricating oils have also been selling well and business generally in oils is keeping up satisfactorily.

Quotations are:—
Barrels, in wood .....20½c gal.
In steel and drums .....17½c gal.
Tank wagon (100 gals.) .....16½c gal.

Benzine is quoted at 19c per gallon in single barrels.

Glass and Putty.

Glass market is quiet and the volume of sales has been small. The same may be said for putty. Jobbers do not look for much improvement until early in the fall when better conditions will no doubt prevail. Prices and discounts have not been altered and are the same as listed in the current market quotations.

TORONTO.

TORONTO, July 16.—Paint lines are very quiet this week, owing to the partial cessation of business, due to the Belleville Convention.

Oil is 1 cent higher, but is weak locally. Gasoline is the subject of considerable speculation, but is unchanged in price here. Other lines are unchanged.

Turpentine.

Turpentine is firm and hard to get. Demand exceeds expectations. Stocks on hand are very light as a result, although present sales are not heavy. Savannah shows June receipts of 24,197 barrels, as against 26,000 barrels in June, 1913. Single barrels remain at 70c, and two to four barrel lots at 69c.

Linseed Oil.

Linseed oil is weak here as the result of price-cutting tactics. It has gone up a cent, but dealers claim that it is still too low. At that, however, some dealers offer at a lower price, and some ask more than the ruling prices, which are as follows:—

	Raw.	Boiled.
Single barrels ...	61c	64c
3 to 5 „ ...	60c	63c
6 to 9 „ ...	59c	62c

Gasoline and Benzine.

Benzine is unchanged at 19c and 18½c for one and three-barrel lots respectively. Gasoline has dropped half a cent at outside points, and is selling for as low as 8c in Detroit, Michigan, for wine gallons, but local dealers say that the Toronto price is not likely to be affected by what is a purely local price war in Detroit. One and three-barrel lots are 19c and 18½c respectively.

Paints.

Paints are very quiet this week, largely due to the presence of a large number of paint men at the Belleville Convention. The prices are unchanged, and are as per current quotations.

Glass and Putty.

Glass and putty are unchanged, and are as per current quotations. Glass discounts are 20 and 25 per cent. The fall trade in building supplies should materially quicken demand in these lines.

White Lead, Paris Green, etc.

White lead is still firm after its raise, but sales have fallen off slightly at the new price, as given in current quotations.

Poor sales in Paris green are reported at the old price of 11¼c, 17½c and 19c per 100 lb. drum.

OIL OUTFIT SALE.

Whyte & Orr, Daipland, Alta., are running a three for a quarter sale in which they offer a bottle of oil, a handy oil can and a sharpening stone for 25c.

THE REWARD OF SMILES AND SERVICE.

John Gilpin was a hardwareman,
Who lived in Ottaway,
His store and personage were small,
But he smiled the live-long day.

He arose at sunrise, every morn,'
To prepare himself awhile,
And every customer he'd serve
Each one would get the smile.

He remembered all their faces,
Each one he'd call by name;
He satisfied them every time,
And smiled on just the same.

The people grew to like him,
And talked about his store,
Their wagging tongues did more for him
Than the sign above his door.

Years have passed and still he's there,
Smiling the same old way.
But his store is nearly twice the size,
Success is his to-day.

And if you ask him how he won
He will not puff and boast,
But in your ear he whispers this
"To serve best is to profit most."



WE GET ORDERS FOR YOU

It is not alone the uniform merit of our goods that draws trade for our Agents, but the ample means we provide for bringing that merit home to the people.

Our line of advertising material is complete, its selling force has been proved, and it is all trained to *help the dealer.*

You can get all the benefit of this tremendous selling power by handling B-H products. When you stock our goods, we place all the resources of our Advertising Department at your command and *help you sell* without cost to you.

The most successful Dealers sell B-H goods, which proves B-H goods make the best foundation for success.

YOU can increase your sales by joining with us. Write us for our Agency Proposition and we will tell you how.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb.	19c
Pattern, lb.	22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Centre Fire Pistol Cartridges, 20 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb.	$8 50	$8 75

ANVILS.

Buckworth, per lb.	0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3. doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.	Montreal	Toronto
Single bbls., gal...	0 20	0 19
3 bbls.		0 18½

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red. lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....	6 60
With rim, 18x28, doz.....	7 20
With rim, 20x30, doz.....	7 80
Without rim, 18x24, doz....	4 00
Without rim, 18x28, doz...	4 50
Without rim, 20x30, doz...	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ..	19 00

BOARDS (Wash).	Per doz.
Glass, doz.	$ 3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).	Per yard.
10 inches, 7 oz.	0 05½
10 inches, 8 oz.	0 05¾
10 inches, 10 oz.	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English. 2 00		2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire Brick, English..	17 00	21 00
Fire brick, Am., low..	23 00	25 00
Fire brick, Am., high.	27 50	31 00
Fire clay (Scotch), net ton		6 50
Fire clay, Am, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..		0 20

CHISELS.

Cold chisels, 5x6 in., doz...	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case...	4 50
8 lb. size, 2 doz. in case...	7 20
17 lb. size, 1 doz. in case ...	6 75

COPPER.	Montreal	Toronto
Casting ingot $15 50		$14 25
Cut lengths, round bars, ½ to 2 in...	....	27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.	....	29 50
Copper sheet, tinned, 14x60, 14 oz.	....	30 50
Copper sheet, planished, 14x60, base.	....	37 50
Braziers', in sheets, 6 x 4	....	29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets .	2 75	2 85
All bright, 52 sheets.	3 85	3 85

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL.

Raven and Murex Grades—	
I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50
"Allaway's Best" Standard Quality.	
I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—	
I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x65, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DOORS, SCREEN.	Doz
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Jamieson's Floor Enamel

Stays Sold

That's the important feature of **any** stock. No dissatisfied customers, no complaints because the article is not what it is claimed to be,—nothing but complete satisfaction and **repeat orders.**



Over half a century of concentrated effort is in every can we ship.

We want you to help us supply the ever increasing demand. Will you be one of our Agents?

R.C. Jamieson & Co., Limited

ESTABLISHED 1858

Montreal Vancouver

Owning and operating P. D. Dods & Co., Ltd.



FALSTAFF:
"What money is in my purse?"
HENRY IV.

When Sir John Falstaff asked his page the above question it would have surprised him to hear that there was more than a few coppers left. Most of us are familiar with the riotous times that Falstaff had with Prince Hal as his chief companion. Falstaff was mostly broke and living at the expense of others.

IN THESE TIMES OF KEEN COMPETITION

Hardwaremen need to be careful to have stocks which find a ready sale. It will save you money and put money in your purse if when you require **BABBITT METAL, SOLDER, LEAD PIPE,** all **PLUMBING SUPPLIES** and **ALL INGOT METALS** you send your orders to

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory: TORONTO **Branch Factories:** WINNIPEG, MONTREAL

Always have on hand a Box of
HARRIS HEAVY PRESSURE
The Babbitt Metal that gives excellent service.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base....	7 00	7 00
I X, 14x20 base....	8 25	8 25
I X X, 14x20 base.	9 50	9 50

DUCK.

Yarmouth Double Filled 29 in.		Standard Single Filled.	
7 oz.	0 17¾	6 oz.	0 12½
8 oz.	0 19½	7 oz.	0 14
10 oz.	0 24½	8 oz.	0 15½
12 oz.	0 29½	9 oz.	0 17½
		10 oz.	0 19½
		12 oz.	0 23¾
		15 oz.	0 32

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur.

Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 45 p.c.
English pattern, 45 per cent.
Galvanized washtubs, 45 p.c.

GASOLINE

	Montreal	Toronto
Single bbls., per bbl.	0 21	0 19½
Bbls.		0 19

GREEN, PARIS.

	Hoyle's net cash 30 dys.	C.P.C. Green	Paris Green Berger's
600-lb. casks.	0 16¼	0 17¾	
250-lb casks.	0 16½	0 18	
100-lb drums	0 11¼	0 17½	0 19
50-lb drums.	0 11¼	0 17½	0 19
25-lb. drums.	0 11½	0 17¾	0 19¼
1-lb pack	0 13¼	0 19¾	0 21¼
½-lb pack		0 21¾	0 23¼
1-lb tins	0 14¼	0 20¾	0 22¼
½-lb tins			0 24¼
Arsenic, kegs	0 10¼		
Petroleum, bbls.	0 10		

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 35 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	2 75
Stearns wood track Special. zenith	9 00
Atlas, steel covered	5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard jointed hangers, doz. sets.	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 16
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 59
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5¼

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192 $16.80.

Chicago hold back screen door, iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70	10 p.c.
Corrugated, ½ in., ft.	0	13½
Corrugated, ¾ in., ft.	0	17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 65

Montreal 40%, Toronto 40%.

IRON, TINNED,

72x30 up to 24 gauge, case lots	$ 8 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	8 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 88
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS. Per doz.

Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern	7 00
Cold blast, japanned	7 50
Cold blast, plain	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby	1 75
Cold blast, common ruby	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
23-gauge, galv. metal lath	0 19

LEAD.

	Montreal	Toronto
Domestic (Trail), 100 lbs.	5 10	5 15
Imported pig, per 100 lbs.	5 10	
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 90
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)	27 00
104x30, Triple stock (net)	23 15
104x27	22 00

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS. Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak	15 00

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

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F. J. COX, Winnipeg, Agent for Building Paper, Western Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PURE LINSEED OILS



If your Jobber does not handle them write direct to our nearest mill.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

Toronto Agents: TORONTO WIRE NAIL & TACK CO., Edwin Ave., W. Toronto

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
American Lady, doz. 12 00
Mop sticks, doz. 1 10
Cast head mops, doz..... 1 35
Crescent, doz. 1 50
Tarbox self-wringing, doz. 3 15
Crank wringing, doz..... 4 75
Extra Cloths.
Tarbox, doz. 1 35
Challenge, doz. 2 10

MOWERS (LAWN).
Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $3.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 3 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.
Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75%.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per box.
No. 4, in 25-lb. box $3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 and 5 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.
2 in. mesh, 19 w.g., 60 p.c. off.
1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.
½-in. x 22 ga. x 12-in., roll. $3 00
½-in. x 22 ga. x 18-in., roll. 4 30
½-in. x 22 ga. x 24-in., roll. 5 65
½-in. x 22 ga. x 30-in., roll. 6 90
½-in. x 22 ga. x 36-in., roll. 8 20
1 in. x 20 ga. x 12-in., roll.. 1 50
1 in. x 20 ga. x 18-in., roll.. 2 10
1 in. x 20 ga. x 24-in., roll.. 2 70
1 in. x 20 ga. x 30-in., roll.. 3 25
1 in. x 20 ga. x 36-in., roll.. 3 80
1 in. x 20 ga. x 48-in., roll.. 5 10
Poultry netting staples, 60 p.c.

O

OAKUM. Per 100 lbs.
Best (American) 8 00
U.S. Navy (American)... 7 50
Plumbers (spun) 3 50

OIL.

Can. prime white petrol		0 15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb..	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXXX Machine	0 25½	0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 2½ to 3½c lb.
Tea lead, chest, 3 to 4c lb.
Lead (heavy, pipe, etc.), 3 to 4c
Brass, heavy, 8 to 9c lb.
Brass, light, 7 to 8c lb.
Zinc, heavy, 3 to 4c lb.
Copper, heavy, 10 to 11c lb.
Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).
Per Coil Lots.
Fine, 30 ends to ¾ inch. 0 08¾
Heavy, 8 ends to 1-inch. 0 06½

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1 ..... 0 50
Plain Fibre, No. 2..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll.... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing..... 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl.... 4 50
Refined coal tar, per bbl. 5 00
Shingle Varnish, per bbl. 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. $2 10

PICKS (CLAY).
5 to 6 lbs., doz..... 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz..... 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose) $0 80
5 gross, 4½-in. (loose) 0 90
5 gross, 5-in. (loose) 1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each) 0 80
6 gross, 4-in. (12 pkgs. of ea. 1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
Spring clothes pins, per box 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE WROUGHT IRON
Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch ..	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33
Lapweld.		
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
9 inch	117 30	156 70
10 inch	133 90	179 20
12 inch	172 40	233 20

PIPE (LEAD)
Lead pipe, 7½c; 7½ p.c. off.
Lead waste pipe, 9c; 7½ per cent. off.
Traps and bends 40 p.c. off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.
7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Pine, per bbl. 4 50

PLANES.
Wood bench, Can., 15%.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs..	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).
Painted wall plugs, per 1,000 ..... $20 00
Galv. wall plugs, per 1,000 23 00

POLISH. Doz.
O-Cedar, 4-oz. bottles..... 2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-oz. 2 00
Liquid veneer, 12-oz. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste 6 66
Axoline brass cleaner, 100 in pkge. 6 50

R

RAZORS. Per doz.
Boker's ..... 7 50 to 11 00
Boker's King Cutter. 13 20 14 65
Henckel's 7 50 20 00
Gillette Safety, each..... 3 75
Star Safety Razor, 33½ per cent.
Edelweiss 16 00
Ever-Ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

REFRIGERATORS.
Sanderson-Harold, 40 per cent.

RIVETS AND BURRS.
Galvanized, 40 per cent.
Iron rivets, blacked and tinned, 75 per cent.
Iron burrs, 75 per cent.
Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.
Extras on Coppered Rivets. ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 10
Tarred felt (10 oz.) 2 10
Tarred felt (16 oz.) 2 16
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson 1-ply, roll.....$ 1 45
Samson 2-ply, roll..... 1 90
Samson 3-ply, roll..... 2 30
Amatite roofing, per sq.... 2 70
Ready 2-ply, Shield, per roll 0 75
Ready, 3-ply, Shield, per roll 0 95
Tarred 210 roofing felt,
Tarred roofing felt, cwt..... 2 10

ROPE.

Pure Manila base .....$	0 15
Best Manila base	0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line....	0 20
Russia tarred bolt rope..	0 17½
Russia tarred ratline ...	0 16
Jute rope	0 11
Cotton, 3-16 in. and over.	0 24
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft. ....(51)..		1 80
No. 1101—2 ft. ....(52)..		3 90
No. 1167—2 ft. .....(7)..		3 60
No. 1106—2 ft. ..(53½)..		4 10
No. 1375—3 ft. ..(66½)..		2 50
No. 1112—3 ft., hf. round		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

S

SAWS.
Atkins Hand and Crescent, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 p.c.
Spear & Jackson, 40 per cent.

SCALES.
Gurney Standard, 30 per cent.; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Net Prices.
Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $8.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb., platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS.
Per 1,000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks. 8 00

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

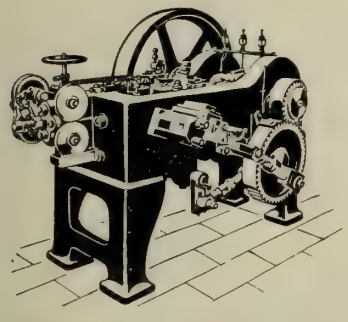
SCREWS. Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.
Wood, R.H., bright, 80, 10, 7½ 10, 5 per cent.

To Cover Wall Paper

The very best product you can sell your customers who desire to put on a finish over wall-paper is MURESCO. It will cover in excellent fashion all ingrain and plain tinted papers containing no aniline flowers or ornaments. It will do it without sizing. If the paper contains aniline colorings a coat of shellac thinned with pure grain alcohol will be all the preparation necessary before applying MURESCO. It's sure to give satisfaction. Recommend it —your customers will thank you when they see the result.

Benjamin Moore & Co., Limited, 6 Lloyd St., West Toronto

NEW YORK CHICAGO CLEVELAND CARTERET, N. J.



Double-Stroke Bolt and Rivet Press

AUTOMATIC MACHINES

FOR MAKING

Barb Wire—Bolts—Buckles—Coach Screws—Cotter Pins—Cut Nails and Tacks—Electric Welded Chains—Furniture Springs—Hinges—Hooks—Locks—Nails—Rings—Rivets—Screws—Shoe and Sole Nails—Staples—Wire Nails—Wire Tacks—Wood Screws,

AND ANY OTHER ARTICLE MADE FROM WIRE.

Wire Straightening and Cutting Machines—Screw Thread Rolling Machines—Screw Head Slotting Machines—New High-Speed Wire Nail Presses, etc., etc.

ADDRESS ENQUIRIE **ED. BRAND,** *neer Specialist in Wire Machinery* **96 Victoria Street, LONDON, S.W., Eng.** Cables: Wyrellous, London. Code: A. B. C., 5th.

¶ The fact that the successful business man is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good, sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

O.H. bright, 80, 10, 7½, 10 p.c.
10 per cent. off list.

Wood, F.H., brass.	75	10	7½ 10
Wood, R.H., brass.	70	10	7½ 10
Wood, F.H., bronze	70	10	5 10
Wood, R.H., bronze	65	10	5 10
Drive screws	65	10	5 10

Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench, iron, per doz..... 4 25

SCYTHES.

Cast steel, doz. .....$ 6 50
Clipper, doz. 7 50
Guaranteed, doz. 9 00
Brush, doz. 7 50

SCYTHE SNATHS.

No. 1, per doz.....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz..... 7 35
Brush, per doz. 8 40
No. 20, per doz..... 8 75
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box..... 1 00
Quinebog, per box..... 1 50
English, round (25 to box), per box 2 00
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 45
12 gauge	2 75	2 50
14 gauge	2 60	2 25
16 gauge	2 50	2 30
18 gauge	2 50	2 40
20 gauge	2 60	2 40
22 gauge	2 65	2 50
24 gauge	2 65	2 50
26 gauge	2 75	2 55
28 gauge	2 85	2 70

SHEETS.
Corrug., galv., 10% off.

22 gauge, per square.....	6 75
24 gauge, per square.....	5 50
26 gauge, per square.....	4 25
28 gauge, per square.....	4 00

Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best best
16-20 .. 3 95	3 75	3 95
22-24 .. 4 15	3 95	4 15
26 .. 4 40	4 20	4 40
28 .. 4 65	4 45	4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo Brand	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 75	3 40
26 gauge	3 95	3 55
28 gauge	4 30	3 90
10¾ oz.	4 50	4 20

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER.	Montreal	Toronto
Tinker's bar		0 27
Wire solder, lb. ...	0 23½	0 26
Bar, half-and-half, guaranteed	0 22½	0 23

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING	
Acme	0 19½
Commercial	0 20
Easy	0 20½
Star Extra	0 22¼

Strictly standard wiping, 22c.

SPELTER.		
Foreign, per 100 lbs..	6 00	5 50

SQUARES.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.

Poultry netting, 100 lbs...	6 00
Bed, 100 lbs., No. 14	6 00
Blind, per lb.	6 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.	
Univ. japd., cyco bearing..	24 00
Univ. N.P., cyco bearing...	27 00
Grand Rapid, jpd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..	$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each ...	12 50

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea...	1 10
Metallic, No. 603, 50 ft., ea...	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70

Raybone's.

Tape Lines, linen, No. 2601 x50, each	$1.00
Metallic, No. 4011x50, ea..	1.35
Metallic, No. 4011x66, ea..	1.55
Steel, No. 2891x50, ea.....	2.70
Steel, No. 4161x50, ea.....	3.00
Steel, No. 4161x100, ea...	5.15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).

Galv. wall ties, per 1.000....$5 00	
Painted wall ties, per 1.000. 5 00	

TIN.	Montreal.	Toronto.
Tin, per lb.	37½	34

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain, 72½ and 15 per cent.
Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.
Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).
Newhouse, 40 per cent.
Hawley & Norton, 57½ per cent.
Victor, 70 per cent.
Oneida Jump, 65 per cent.

TRESTLES.			
5 ft., each.	$1 50	14 ft., each.	$4 20
8 ft., each.	2 00	16 ft., each.	4 80
10 ft., each.	2 50	18 ft., each.	5 40
12 ft., each.	3 00	20 ft., each.	6 00

TROWELS.
Disston's, 10 per cent.

TWINE (Binder).
650 ft., per lb., 13½c
600 ft., per lb., 11c.
550 ft., per lb., 9¾c.
500 ft., per lb., 9¼c.
5 ton lots, ¼c per lb. allowance.
10 ton lots, ½c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
3-ply	0 28	0 24½
4-ply	0 31	....

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.....	10 45	9 75
100 ft. 2 in.....	9 60	8 25
100 ft. 2¼ in...		10 25
100 ft. 2½ in....	12 25	10 65
100 ft. 3 in.....	13 30	11 00
100 ft. 3½ in.....	15 55	13 00
100 ft. 4 in.....	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.	Per nest.
Nests of 3—0, 1 and 2.....	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3 ..	2 80
No. 0 .....Per doz.	10 50
No. 1 ..... "	9 00
No. 2 ..... "	7 50
No. 3 ..... "	6 50

V

VALVES, ETC.
Ground work, 55 per cent.
Stand, compr. work, 60%.
High-grade compr. work, 50%.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J.M.T. Radiator Valves, 55 p.c., Standard, 60; patent quick opening valves, 70 and 10 p.c.
Jenkins' Valves—Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 and 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.
White ware, 75 per cent.
London and Princess, 50 p.c.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel, 33⅓%.
33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails, 35 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Coal holds, 35 per cent.
Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.
Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

WASHERS, IRON.
Full box, 45 per cent.; smaller lots, 30 per cent.; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WASTE.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, ½ lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per 100	1 50

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz...	21 00
Garden, steel wheel, doz...	32 40
Light garden, per doz. $22	50
Heavy garden, L-side.....	33 00
Heavy farm, solid side....	33 00

WHIFFLETREES.

Tubular steel, 28 ins.....	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2½ per cent.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1.000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35! No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen, 7c sq. foot.
Cut lengths, 8c sq. foot.

WIRE (FENCE).	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 12, coil spring	2 40
No. 9, plain galvanized....	2 15
No. 12, plain galvanized...	2 30
No. 13, plain galvanized...	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.	
Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Wrenches, Trimo, 65% off list.

WRINGERS, MOP.	
White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	6 75	7 25
Part cask	7 00	7 55

TRADE MARK

NINE LIVES

Sell Black Cat Goods

Their NINE LIVES make many customers



Our Batteries, Flash Lights, Spark Plugs, etc., have a record of good service and our **guarantee** behind them.

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Get in on these big money-makers.

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That means no unnecessary time required to make the sale.

That means further—minimum of selling expense.

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Smith & Hemenway Co., Inc.
CHAMBERS STREET, NEW YORK

Send for new net illustrated Trade Price List.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

BRUSHES.

Weighted, 15 lbs., doz.	$14 70
Weighted, 20 lbs., doz.	19 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k	0 12
Italian red, 100 lb. kegs	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs.	0 04
Yellow ochre, barrels	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal	0 11
Brantford brown sheet	0 10
Brantford golden sheet	0 13
Brantford gelatine	0 22
Brantford white gelatine	0 22
Brantford white glue	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount. 50 and 5% off

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine	$8 90	$8 65
"Anchor," pure	8 40	8 55
Brandram's B.B. Genuine	9 40	9 55
C.P. Co. decorat's, pu.	8 40	8 55
Crown and Anchor, pure	8 40	8 55
Essex. Gen. (Windsor)	....	8 15
Island City Decorator's pure	8 40	8 65
Lily Pure	8 40	8 55
Decor'or's Pure (Wpg)	....	8 35
Moore's Pure White Lead	....	8 55
Painter's Perfect	....	7 85
Lowe Bros'. White, H.S.	....	8 55
Monarch (Windsor)	....	8 65
Purity C.O. Co.'s. Ltd.	....	8 05
Ramsay's Pure Lead	8 40	8 55
Ramsay's Exterior	7 90	8 30
Sterling Pure	....	8 45
Tiger Pure	8 40	8 20
"James Genuine"	....	9 65
Stephens' H. P. P. (Winnipeg)	....	8 45

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No 1 casks, per 100 lbs.	5 90	6 25
Less quantity	....	7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb packages. per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 62	0 61
3 to 5 bbls.	0 61	0 60
6 to 9 bbls.	0 60	0 59

LINSEED, BOILED.

Single bbls.	0 65	0 64
3 to 5 bbls.	0 64	0 63
6 to 9 bbls.	0 63	0 62

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal.	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 3rd page of quotations)

PARIS. PLASTER.

Ped barrel	2 50

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums	2 60	2 70
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 77
Pure, single bbls.	0 67	0 70
2 to 4 bbls.	0 66	0 69

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Excello		2 00
Mar-Not		2 70
Pale durable body		3 50
Pale hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 50
Furniture, No. 1		1 15
Furniture, Union		0 95
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan	1	12½
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 85
Crystal Damar		2 50
No. 1 Damar		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		1 05
House painters' japan		1 15
House painters' white jap.		1 95
Elastilite varnish		2 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel		1 75
Lowe Bros'. Durable Floor		2 40
Sherwin-Williams' KOPAL varnish		2 50
Canada Paint Co.'s SUN varnish		2 25
"Kyanize" Interior Finish.		2 40
"Flint-Lac," coach		1 30
B. H. Ltd., "Gold Medal," cases		1 80
Dependon Lt. H. Oil Finish		1 55
Everlastic Floor		2 30
Elastica exterior finish		4 25
Flattine floor finish		3 00
Stovepipe varnish, ½ pts., gross		9 60
Pure white shellac varnish		2 00
Pure orange shellac varnish		1 90
No. 1 orange shellac varnish		1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge.	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black	0 38
Ol dEnglish Floor Wax	0 38

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 05¾

The CANADA PAINT Co.'s Specialties yield good profits

These are the days when housewives like to freshen the appearance of their homes with paint and varnish products.

¶—Window screens and screen doors need touching up. CP wire screen paint is made expressly for this purpose. It makes an old screen look like new and does not close up the mesh.

¶—Picture frames, cupboards, bric-a-brac and a dozen other things about the average home can be made to look as good as new with a coat of CP Oxidized Art Enamel. It is put up in convenient-sized tins in very attractive shades that suit the requirements of the housewife.

¶—Radiators, water pipes and other metal surfaces around the house can be easily made attractive instead of dingy, with CP Aluminum Paint. Most housekeepers have use for this finish and a suggestion from you will very often make a sale.

¶ Doors, wainscotting, chairs and woodwork are to be found in nearly every home in a shabby, worn condition for want of a coat of varnish. CP Sun Varnish or Sun Varnish Stain meet just such requirements. Our display cards and other advertising features will draw your customers' attention to these finishes. Have a good stock on your shelves, then no danger of losing a sale.

¶—Women are always cleaning and polishing about the house. You can sell them Furniture Polish and Brass Polish just as easily as the drugstore or the grocery. With CP Furniture Polish and CP Sun Brass Polish on your counter you will soon appreciate these are good sellers, and yield profits worth while.

¶—Get your share of profit from specialty sales. No other merchant has a better opportunity, if you display the goods. Dress your windows these summer days with CP Specialties and advertising matter, and you will be agreeably surprised at the number of people who will come into your store for them.

¶—Write for our new catalogue if you are not familiar with prices of CP Specialties. There are a number of CP Specialties not mentioned above. They all represent good value, and yield good returns.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS. CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard "double," 60 and 10 per cent. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood, tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

FIXTURES.
Stall hollow bar, No. 3 $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng..	4 50	4 85
26 Am. or 26 special	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7 coil; less coil, $7.50 cwt.

LEAD WASTE.
$7.50 per cwt.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal..dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 25 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd.
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .. .. ..

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.15 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b. Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

LANTERNS

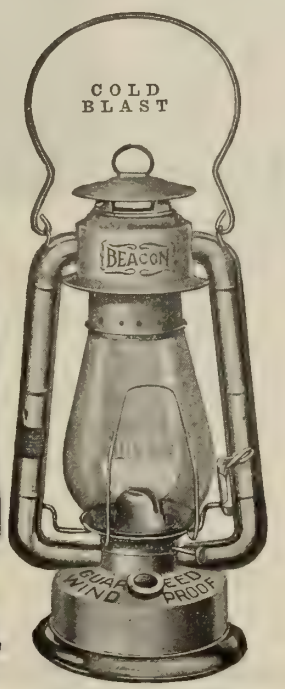
SWIFT JUMBO

With the coming of Fall and the long nights, it is advisable for the trade to be well supplied with Lanterns.

Our line is complete, and the merchant having a stock on hand early secures the best of this business.



No. 200. Height 15 in. 27-Hour Oil Well.

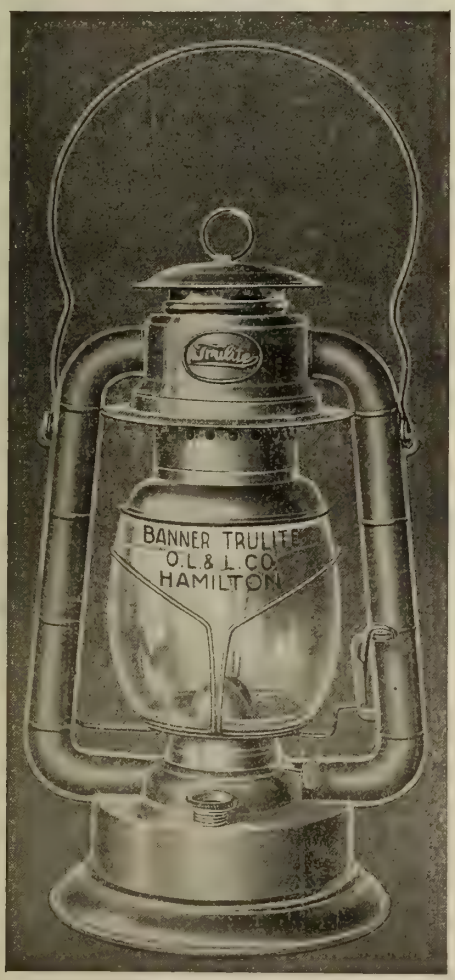


No. 200J. Height 16 in. 48-Hour Oil Well.

Our Cold Blast Lanterns are all equipped with bottom lift and No. 2 burner for 1-inch wick.

They are well made, nicely finished and will make an attractive appearance in your stock.

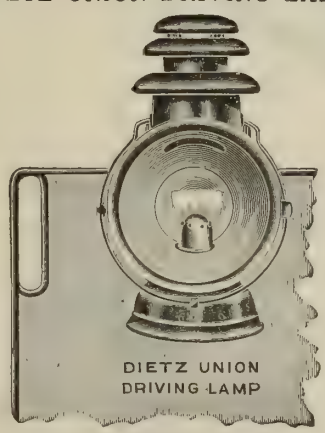
TRULITE COLD BLAST



No. 215. Height 14 in. 24-Hour Oil Well.

The Swift and Jumbo lanterns have japanned frames and wells, assorted red, blue and green, and present a very attractive appearance. Fitted with Cold Blast Lead Globes. Stand-up handle.

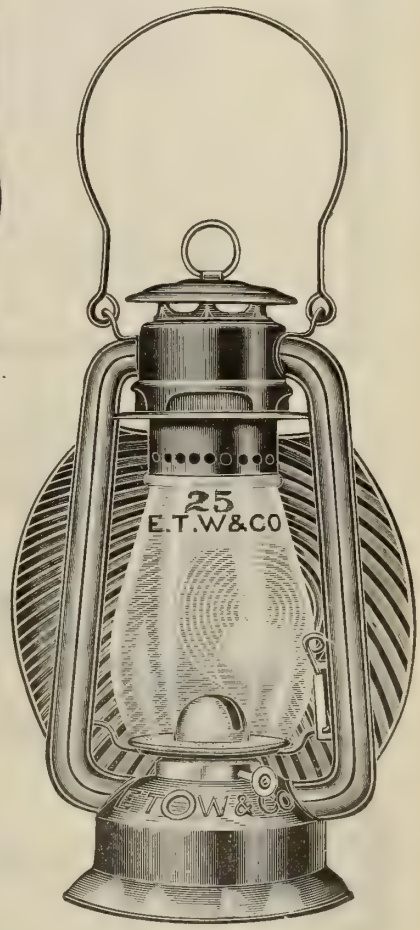
DIETZ UNION DRIVING LAMPS



No. 255. Height 11¼ in.

Plain lens 5 5-16 in., 30 C.P. black enamel finish, brass door. A splendid lamp for doctors. Can attach to front of dash by spring, or to side by holder.

COLD BLAST DASH



No. 25. Height 15 in. Corrugated reflector, 10 in. diameter. 27-Hour Oil Well.

WE SHIP PROMPTLY

MAIL ORDERS SOLICITED

MILLER-MORSE HARDWARE CO LIMITED

"THE BIG WINNIPEG HOUSE"



For Outdoors' Or In

You can fill every paint requirement with the right RAMSAY finish.

And every RAMSAY product is *right*. The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842



For Good Profit Sell

They go splendidly with Cobblers' Outfits.

Star Brand Soles are made from our own leather and we guarantee them to outwear all others.

Stock them now! Soles will come to your liking and sales surprise you.

Beardmore & Co.

TANNERS

Toronto Montreal

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company

LIMITED

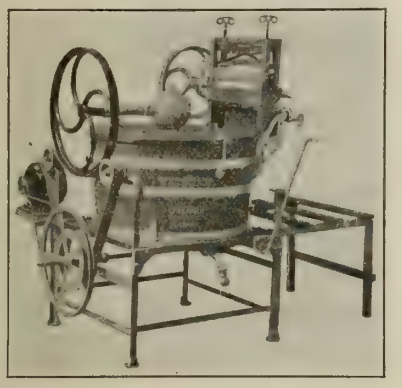
PORT ELGIN ONTARIO

ARE YOU HANDLING THIS

Maxwell

HYDRO ELECTRIC BENCH WASHER?

HERE'S an excellent selling line for your better-class trade — a washer and wringer combined. The Maxwell "Hydro" is operated by a one-eighth horse power motor which can be attached to any ordinary lamp socket. Wringer can be thrown in or out of gear as desired. Always under perfect control. Can be operated by gasoline engine if required. Washes the most delicate fabrics without injury.



Write for Illustrated Catalogue

MAXWELLS LIMITED St. Mary's, Ontario

BROOMS

OF QUALITY

Try our

BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.

Hamilton



THE SAW OF PROFIT AND SATISFACTION

Have you seen the Simonds Saw with the selling price etched right on the blade? When a Carpenter buys one of these saws he knows that they represent the full $2.00, $2.50 or $3.00 value which the Dealer asks for them. He has the Manufacturer's guarantee. He is satisfied with his purchase. Moreover, he is confident that you have offered him a dependable tool and for that reason he is all the more pleased because he traded with you.

On the other hand, when you sell one of these Simonds Saws with the price etched right on the blade you may be assured that this sale means a fair and legitimate profit for yourself. The sales are easily made, the saws are absolutely guaranteed, the Dealer's profit is protected. We want you to see our samples and to receive our catalog and Dealers' discounts, if you haven't already secured them. Write us at once.

Simonds Canada Saw Co. LIMITED

Montreal, Que.

Vancouver, B. C. St. John, N. B.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

HERCULES

SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

Metallic Nickel

SHOT,
BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

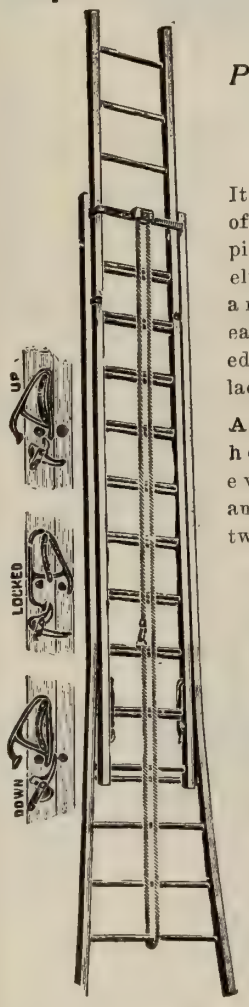
Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

STRATFORD

Roped Extension Ladder



"The Profitable and Reliable Kind"

It is well made of clear yellow pine and rock elm rounds, and can be easily converted into two ladders.

Automatic hooks lock every round and unlock between rounds.

It is absolutely safe, convenient, and is easily adjusted to any height required.

Write for full particulars and prices.

The

Stratford Mfg. Co.

Limited

STRATFORD, :-: ONTARIO

REPRESENTED BY:

British Columbia—Martin, Finlayson & Mather, Ltd. Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

LONDON

HIGH GRADE

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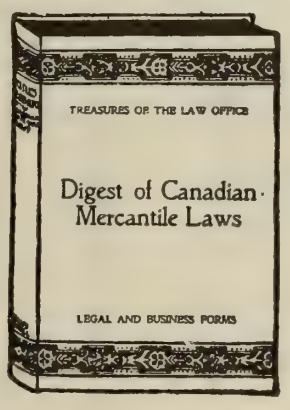
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Can Interest written "one per cent. per month" in a note be collected by "legal process?"—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say $100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of witness, makes a verbal agreement to buy a wagon, say for $53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a Mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.———." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

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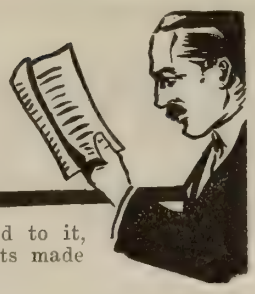
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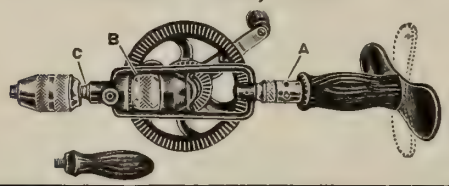
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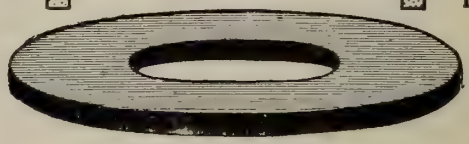


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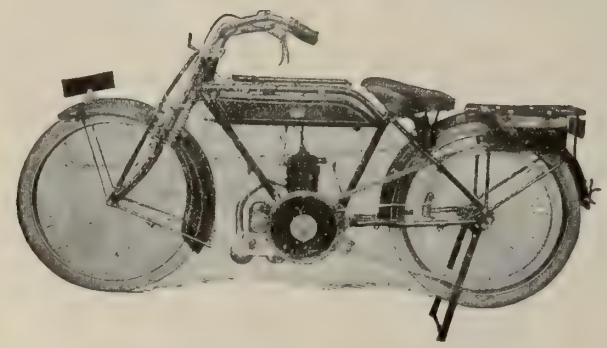
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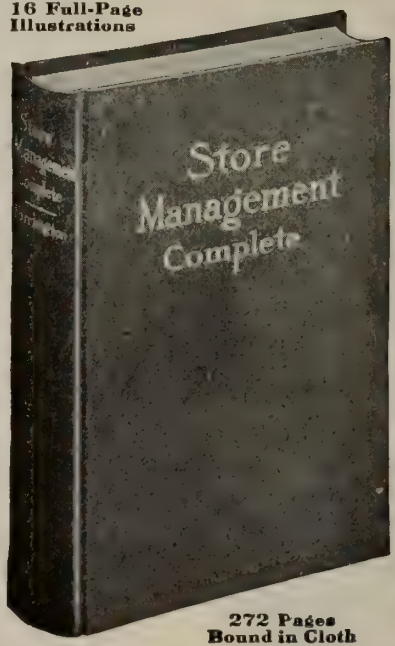
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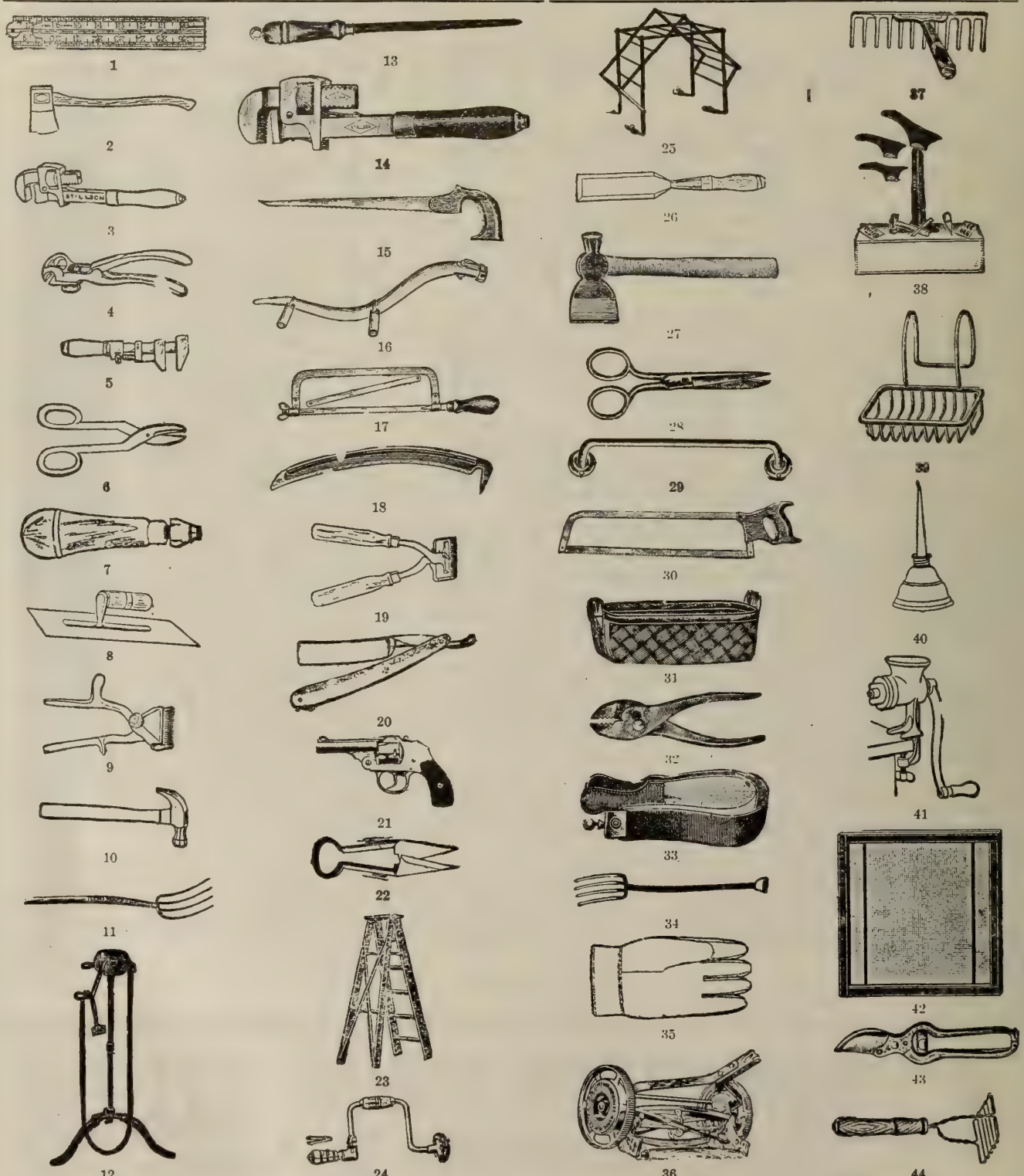
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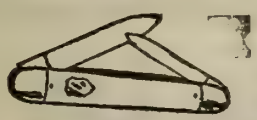

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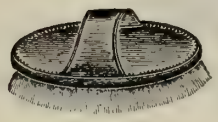

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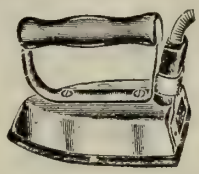

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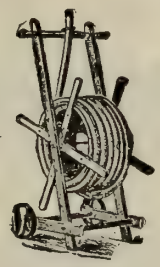

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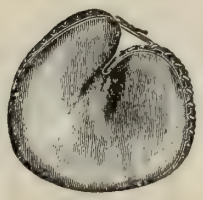

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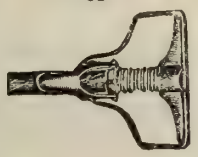

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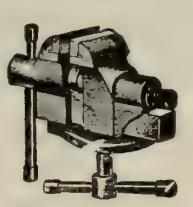

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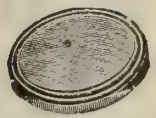

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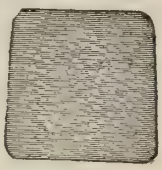

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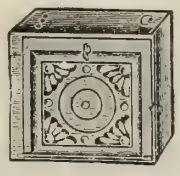

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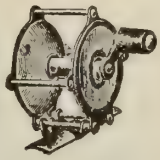

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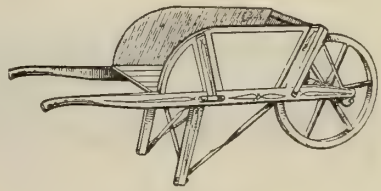

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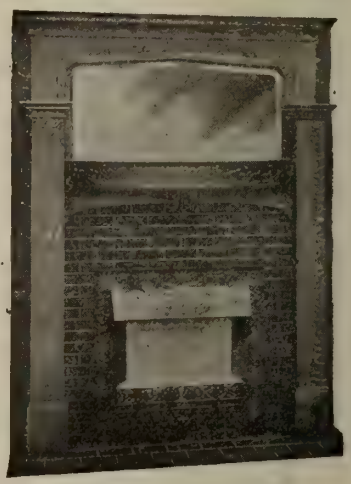
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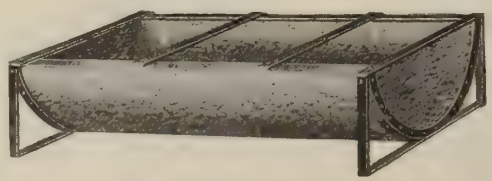


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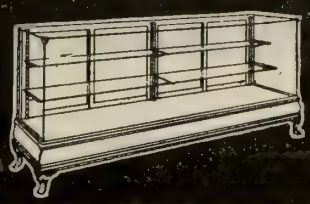
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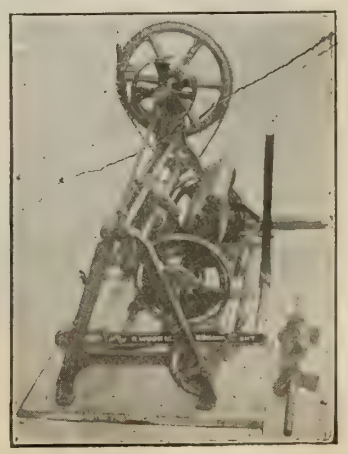
We Are Also Agents For

BADEN LINSEED OILS

261 Macdonell Ave. Toronto, Ont.

THE IDEAL LAWN MOWER GRINDER

Will grind a lawn mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

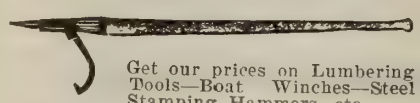


Manufactured by

R. Woon & Co., Oshawa, Ont.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.

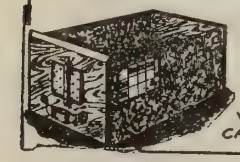
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO Montreal
Canadian Agents

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

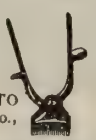
BEAR BRAND LAMP BLACKS



A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.





Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

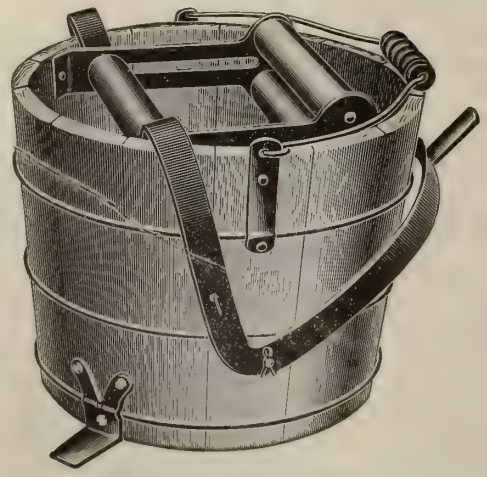


Ask your jobber for Gold Coin Wire Hat and Coat Hooks, New Perfect Coil Door Springs, Hog Rings, Poultry Netting Staples, manufactured by
James & Reid, Perth, Ont.

SPOONER'S No Hot Boxes
NON-FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

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Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufacturers and Owners of Patents
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Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments.

Write for sample copy and our subscription offer.

The Financial Post of Canada

Toronto

"The Canadian Newspaper for Investors"

THE LEIPZIGER FAIR

(MICHAELISMESSE)

For the **Wholesale**—and **Retail** trade begins

Sunday, August 30th, 1914

and ends Sunday, September 20th.

The Sample Fair

(for Earthen and Metal ware, Sporting goods, Articles of Luxury, etc.) will occupy the **first week** only

The German Shoe and Leather Fair at **Leipzig** to take place from **August 30th till September 2nd, 1914**

in the Turnhallen **(Gymnasium Buildings)** Leplaystr. 11, Turnerstr. 2. For information apply to the Verein Deutsche Schuh & Ledermesse, j.p. Senefelderstr 13/17, Leipzig.

The Fall Leather Fair at Leipzig will open
Wednesday, September 2nd

while the **Messboerse** (Fair Exchange) for the **Leather Industry** will be held on the **Same Day**, from 4 to 6 p.m., in the large hall of the new Exchange, located on the Bluecherplatz.

The Sporting Goods Fair

to take place from **August 30th till September 5th**, in the Mess Palast of Mey & Edlich, Neumarkt 20/22, second and third floors. For information apply to the Verein Leipzig, Sportmesse, j.p., Gerichtsweg 10, Leipzig. For renting space apply to the office of the "Verkehrsverein," Handelshof, Naschmarkt.

Leipzig, June 12th, 1914. **The Town Council.** C 291

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches.
All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.
Frass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

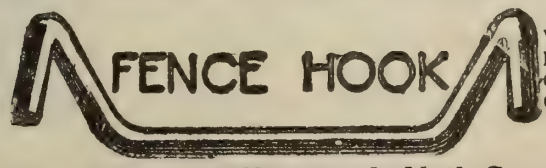
JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

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HARDWARE MAN, AGE 24, WOULD LIKE TO communicate with reliable hardware firm. Eight years' experience; understand bookkeeping; could manage store. Best of references. Box 115, Hardware & Metal, Toronto, Ont. (29)

HARDWARE CLERK WITH 14 YEARS' EXperience in the retail business desires position with either wholesale or retail firm. Best of references. Box 113, Hardware and Metal, Toronto. (31)

FOR SALE

TORONTO FIRM RETIRING FROM BUSIness has odds and ends of staple shelf hardware for sale at 20% under cost. Purchaser may make own selection. Box 122, Hardware and Metal. (29)

"HARDWARE" OLD ESTABLISHED. VERY profitable. Easy terms. This is a real opportunity. Apply to Box 116, Hardware and Metal, Toronto. (36)

SPLENDID HARDWARE BUSINESS IN large Western city, fine location, turnover between forty and fifty thousand. Stock in first-class shape. Everything in good running order. Full particulars on application to Box 121, Hardware and Metal. (29)

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

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In Buying a Business
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In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

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Hardware and Metal
MONTREAL TORONTO WINNIPEG

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed .....

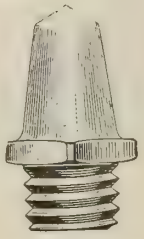
Town ..... Province .....

Get Your Trade Acquainted with RED TIP Calks and Shoes

They're Rattling Good Fall and Winter Sellers



No. 5



No 4

IRON—"B" PATTERN
Sold Drilled or Calked



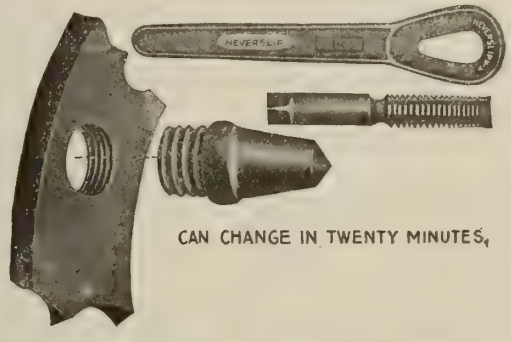
The best Iron Shoe on the market for general utility purposes. This shoe is made of selected stock, double refined, and is creased to prevent snow from balling in hoof.

Every horse-owner would use Neverslip Red Tip Calks and Shoes if he knew what a saving they effected, and the protection they afford his horses when the roads and streets are coated with ice.

Neverslip Red Tip Calks stay sharp a long time and when they do become dull they can easily be replaced by new ones at small cost. All horseshoers use and recommend them.

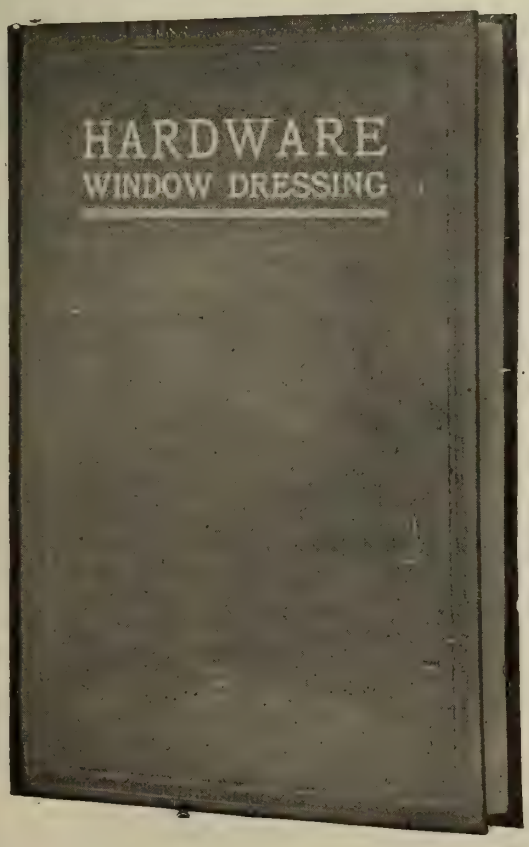
Neverslip Calks are not to be confused with inferior imitations. We protect the dealer and user. They are marked with a Red Tip to distinguish them from other brands. Protect yourself by looking for the Red Tip.

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The Neverslip Manufacturing Company
U.S. Factory: NEW BRUNSWICK, N.J.

Canadian Factory and Office:
559 Pius IX Ave., MONTREAL



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.60, Postage Paid, Payable in Advance

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Technical Books, 143-149 University Ave., Toronto

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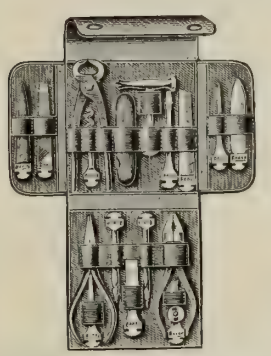
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Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Simmons Hardware Co, St. Louis, berg, Germany.

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Butterfield & Co., Rock Island, Que.
Can. Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Dundas, Ont.
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Carborundum Co., Niagara Falls, N.Y.

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Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
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Pedlar People, Ltd., Oshawa.
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Meriden Britannia Co., Hamilton.
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The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

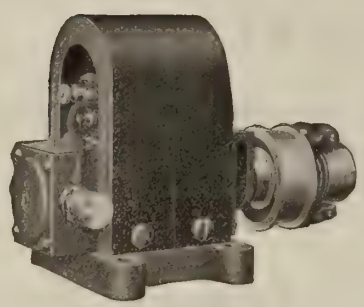
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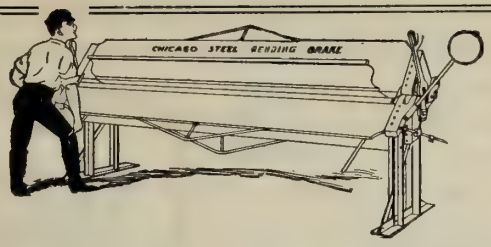
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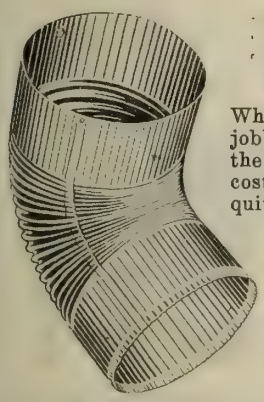
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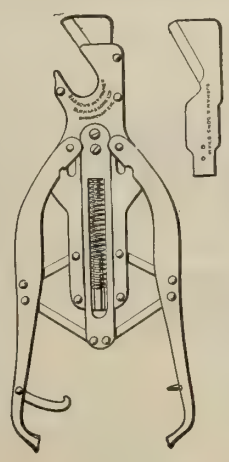
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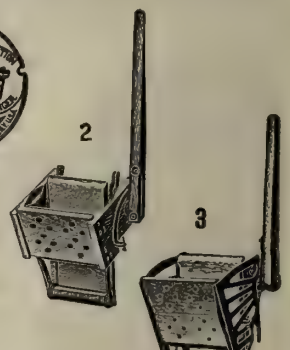
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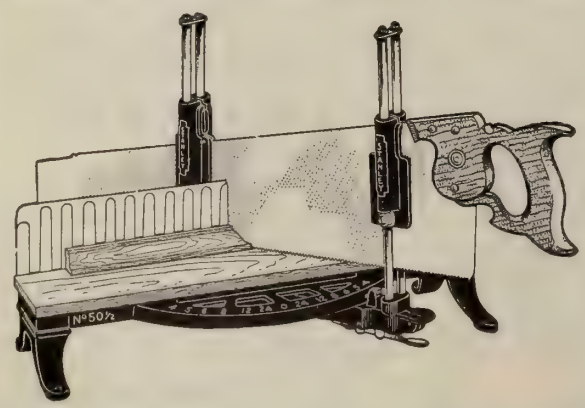




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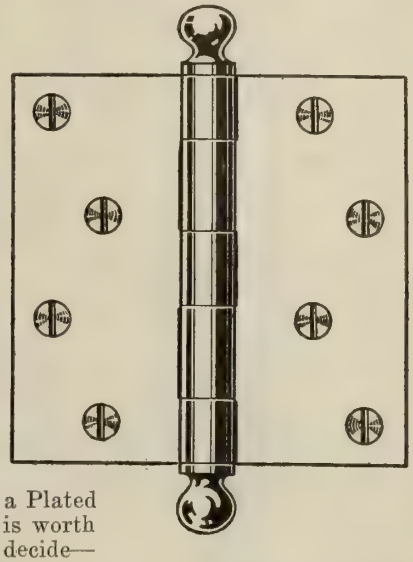
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TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME **LUFKIN** THAN YOU EVER NEED TO SELL **LUFKIN** GOODS

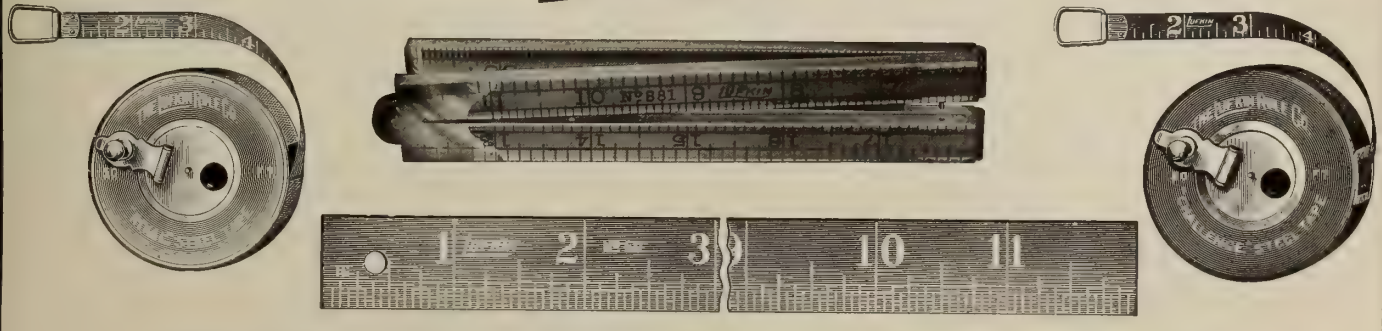
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock **LUFKIN** Goods



THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

McKay
Chains and Forgings

CHAINS:

Proof Coil
B.B. Crane
B.B.B. Crane
Boom
Crown Crane or Dredge
Swedish or Norway Iron
Switch or Log
Brake
Sling

FORGINGS:

Staybolts
Journal Wedges
Chain Dogs
Cockeyes and Rings
Ring Bolts
Hooks
Shackles
Guy Rods
Eyebolts

MANUFACTURED BY

Jas. McKay Company, Inc.

Pittsburgh, Pa., U.S.A.

CANADIAN SALES AGENTS:

B. & S. H. THOMPSON & CO., LIMITED

MONTREAL TORONTO WINNIPEG

Canada's Only Hardware Weekly

HARDWARE AND METAL

Established 1888 Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVI. Publication Office: Toronto, Canada No. 30

July 25, 1914



COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES — WIRE NAILS — WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - MONTREAL



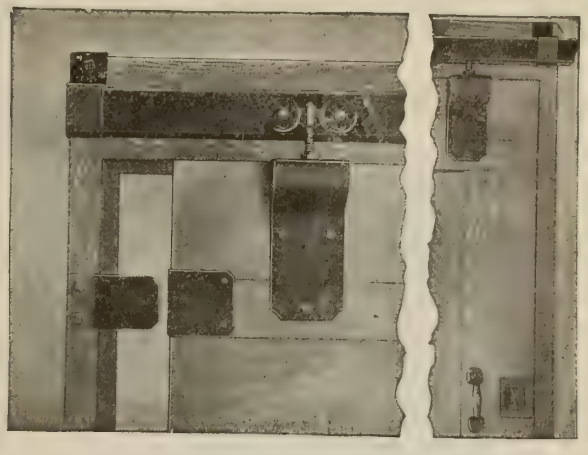
Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.



To make a sliding door fit into the jambs like a swing door, use

RICHARDS-WILCOX

FLUSH HANGERS

High-grade Hanger for Garages, Warehouses and Barns of the better class. Frame is a steel forging. Bearings are "high duty" steel balls.

Easy to install. Easy to operate.

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.

BE SURE THAT YOU STOCK YOUR MOTOR SUPPLY DEPARTMENT WITH

CARBORUNDUM *Valve-Grinding Paste*



THE fastest, cleanest-cutting valve-grinding paste made—for all motor engines.

It's a mixture of the hard, sharp, fast-cutting Carborundum grains and a high-grade grease.—Cuts the carbon, removes the pit marks quickly, easily.

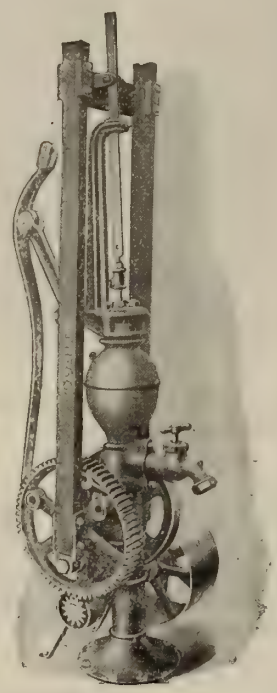
Put up in neat outfits, single tubes and pails—coarse and fine. Ask about the display cartons.

Have you entered the great Leaders of the world window display contest?

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



Valve-Grinding Outfit for the car owner. Two tubes, coarse and fine. Carborundum cloth for general use.



Pumps of All Kinds

We will gladly help you to choose the right pump for your service or that of your customer. Our experience placed, through you, at the disposal of your customers will give them that service which will make them permanent, profitable patrons.

Goulds Reliable Hand Pumps and Fairbanks-Morse Water Systems

will solve any pump problem most economically and to the lasting satisfaction of your customers. Built on common-sense lines, they are designed for durability and ease of operation.

Write at once for information regarding your particular problem.

The Canadian Fairbanks-Morse Co., Ltd.

Montreal Toronto Winnipeg Calgary Quebec
Ottawa Regina Edmonton St. John Hamilton
Saskatoon Vancouver Ft. William Victoria

Canada's Departmental House for Mechanical Goods



Marlin 20 Gauge Hammerless Pump Gun

Shooters will buy this gun in preference to any other "20" because:
They prefer a "pump gun"—and this is a beauty!
They like its handsomely matted barrel—costs extra on any other standard grade pump gun!
They want to use 2¾-inch shells—as well as 2½—and this gun will do it!
The optional 28-inch barrel—will sell this gun to many who would not buy the standard 25-inch.

This neat little, sweet little pump gun will delight the true sportsman by its clean simplicity and surprising efficiency as a game-getter. It's a perfect gun for snipe, quail, partridge, woodcock, squirrels, rabbits, etc.

It handles fast and with wonderful precision—and has ample range and power—and the light weight of gun and shells eliminates fatigue and adds zest to the sport.

Standard Grade A gun has 25-inch **matted** barrel; 5 shots; weighs about 5⅞ lbs. Retail, $24.00.

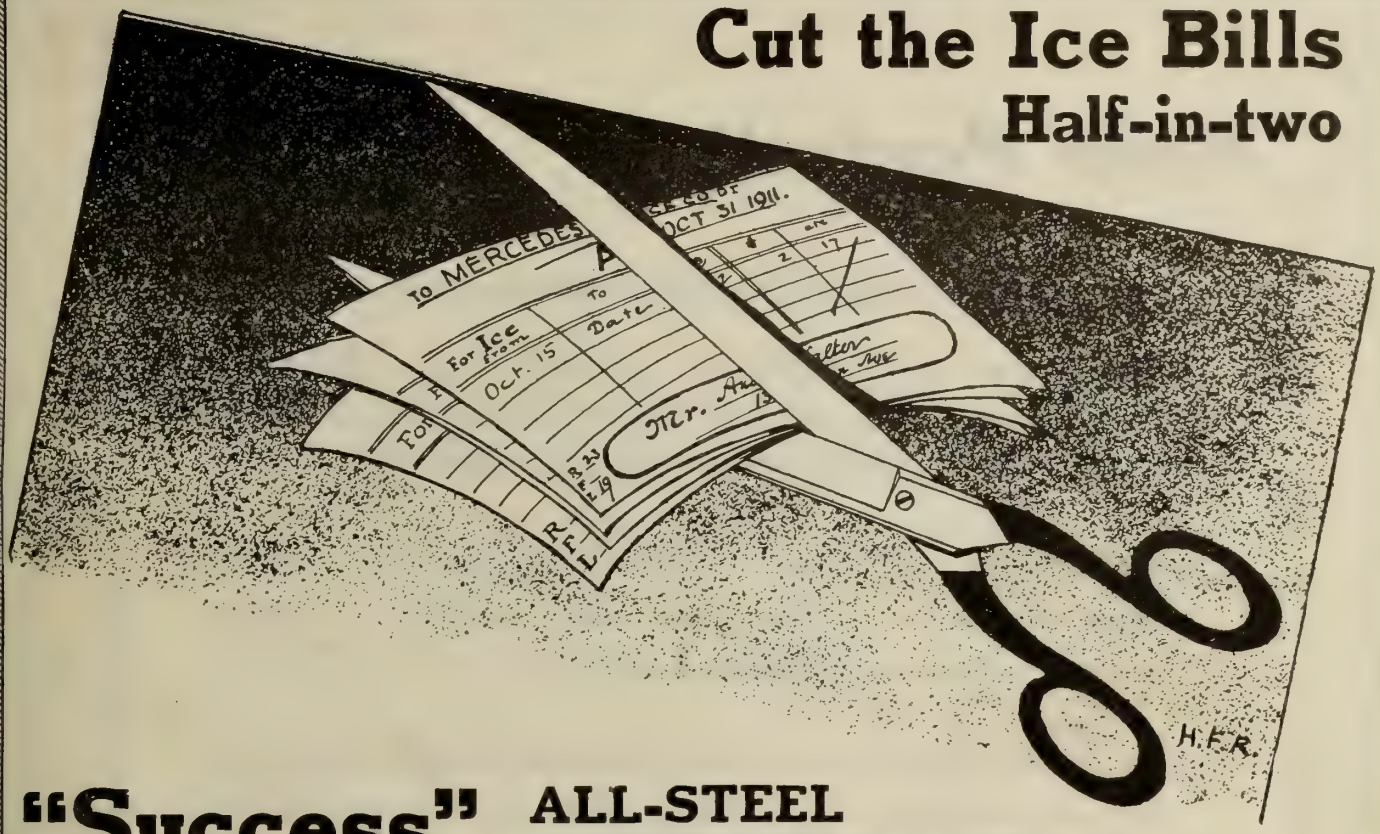
Like the 12 and 16 gauge Marlin hammerless, the new 20-gauge has solid top, side ejection, matted barrel, take-down construction, and the solid-steel-breech and safety features that make it the safest breech-loading gun built.

Order a sample to-day! Show your customers the splendid, high-grade **matted barrel**—without extra charge. Explain how it uses 2¾ as well as the regular 2½-inch shells, allowing good stiff loads for duck and trap shooting. And the 28-inch barrel, if preferred, for increased weight or range, at same price. **You will find it easy to sell!**

Did you receive **your** circulars, trade price list and counter sign? If not, write us to-day!

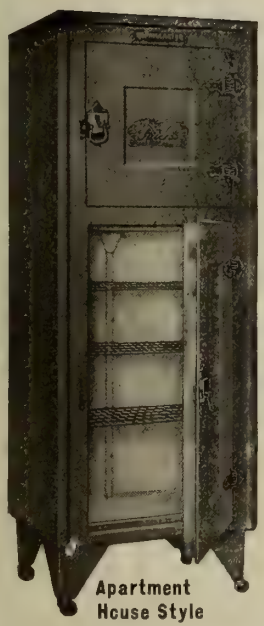
The Marlin Firearms Co. **91 Willow Street, New Haven, Conn.**

Cut the Ice Bills
Half-in-two



"Success" ALL-STEEL REFRIGERATORS
are great Ice Savers

Built Like a Vacuum Bottle.


Apartment House Style

Eight Styles in 14 Sizes.

Apartment House,

Cottage,

Family,

Large Family,

Hotel,

Automobile.


Cottage Style

No Wood

to decay, absorb moisture, retain odors, harbor germs, or to swell, warp or crack.

8 Wall Insulation With Dead Air Space


Large Family Style

Aluminum Outside
White Enamel Inside
Galvanized Ice Chamber

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Keep Posted!

Things are moving in the retail hardware world.

Methods which were deemed good a few years back have been thrown into the discard in favor of newer ideas, which better meet the conditions of increasing competition.

Are you keeping posted on these new methods? Is your store thoroughly abreast of the times, in stock, in appearance, in system and in salesmanship?

If you are reading each issue of Hardware and Metal, you are entrenching your business behind the ramparts of new and improved ideas of merchandising, which will help you in meeting any business crisis that may arise.

Every week, Hardware and Metal contains vital facts pertaining to your business, presented in an entertaining way. Each issue will well repay your perusal.

But the very best efforts of our editorial staff have been focused on Hardware and Metal's Annual Fall Number, to be issued August 22. You will find it the most readable and valuable number of a trade paper that has ever reached your store.

It will pay you to keep this number on file for months, as a text-book on hardware retailing. A cord in the upper left-hand corner will make it possible for you to hang it in a convenient spot where you and your clerks can constantly refer to it.





ADVISE

ENAMELED WARE

THESE HOT DAYS

Keeps clean with little labor.

Makes for a bright kitchen.

THREE STANDARD WARES

PEARL—A general utility ware, Pearl Gray inside and out.
DIAMOND—Blue and White outside, light finish inside.
SMP WHITE—Porcelain White inside and out.



Shipments Made Promptly



THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Are You One of the Capable Men of Your Locality?

Does your present income permit you to enjoy all the every-day luxuries, an occasional vacation trip, a new watch, bicycle, or possibly an extra fall suit?

We are anxious to appoint a capable man in your district to represent MacLean's and The Farmer's Magazine.

In all parts of the country hundreds of energetic men are representing our publications, supplementing limited home incomes, or, in other cases, making this work their only vocation. Some of them earn more than managers of leading concerns.

The work is enjoyable, keeping you out of doors and in touch with the activities of the community. You will not be a canvasser, for as a representative of MacLean's or Farmer's Magazine you will be received as one of the successful, capable men of the community. Consequently your success is assured from the very start.

On each order, new or renewal, you will receive a definite commission, so that your salary will be gauged entirely by your efforts. No previous business experience is necessary. We coach you and co-operate with you at all times. If you will write us to-day, we will gladly tell you further about the work.

Do not delay Writing

The MacLean Publishing Company, Limited
143-149 UNIVERSITY AVE. **TORONTO, CANADA**

HOWLAND'S SAMSON QUALITY
H. S. HOWLAND SONS & CO. LIMITED TORONTO

SAMSON ROOFING



A Good Remedy for Roofing Ills

Made to meet the requirements of particular buyers—the people who investigate thoroughly and make sure of the quality of everything they purchase.

AB-SO-LUTE-LY
GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

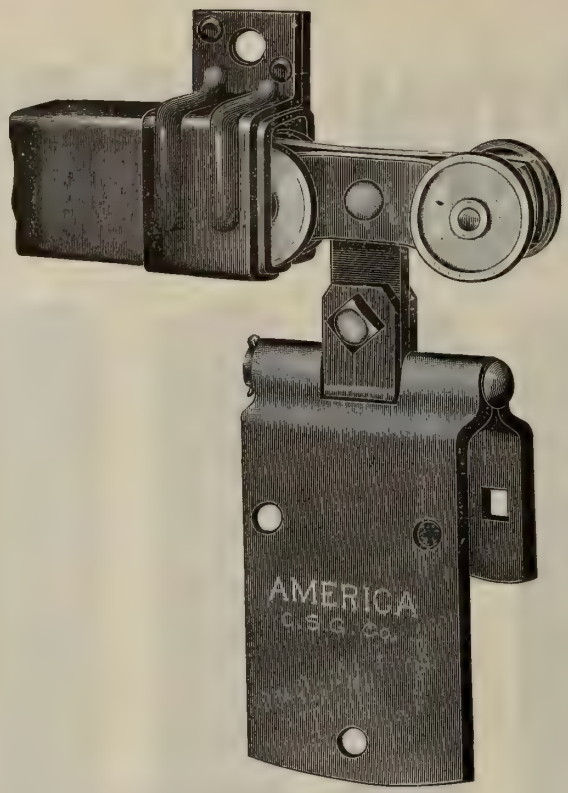
AMERICA TROLLEY HANGERS

Tandem Trucks.

Doors can swing out.

Universal favorite for Warehouse, Garage Factory and Barn Doors.

Packed—one pair in a box with screws and bolts and three brackets.



Hardened Roller Bearings, very strong and well made. Lateral adjustments, anti-friction, forged-steel yokes and built for hard usage.

Rail brackets are corrugated and track is heavy.

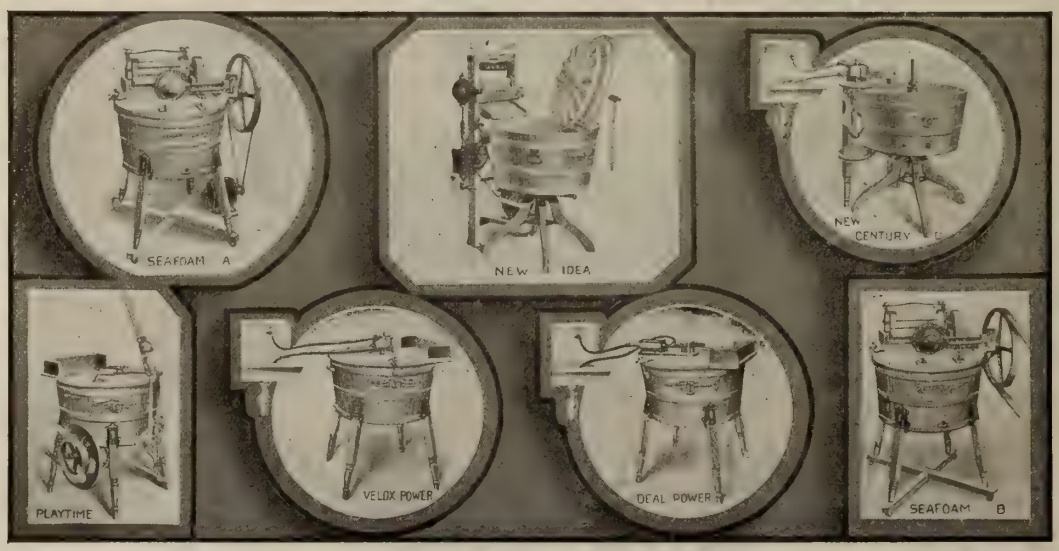
Recommended to give satisfaction.

WEIGHT PER DOZ. PRS. 115 LBS.

Canada Steel Goods Co., Ltd. **Hamilton, Ont.**

Magnets That Will Draw Warm Weather Business

MECHANICAL WASHERS AND WRINGERS



Electric Engine and Water Power Driven Machines that Embrace the Very Latest Features, including Swinging Wringer, Removable Tub, Etc.

Made by **CUMMER-DOWSWELL, LIMITED, Hamilton, Can.**

Agents—W. L. HALDIMAND & SON, MONTREAL H. F. MOULDEN & SON, WINNIPEG

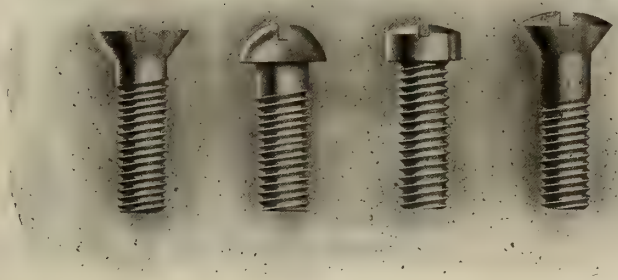
THE STEEL COMPANY OF CANADA LIMITED

ROLLED AND CUT-THREAD

MACHINE SCREWS

—IN—

Flat, Round, Fillister and Oval Heads



IRON, BRASS AND BRONZE

Large Stocks in Leading Sizes. Specials Made to Order.

Write us for list and discount.

Sales Offices:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN	HALIFAX

NICHOLSON MADE

90% Of The Canadian File Business Goes To Dealers Handling NICHOLSON-MADE-FILES

BRANDS:

Kearney & Foot
Great Western
American
Arcade
Globe

They deserve this prosperity because they "deliver the goods." They're getting more of it daily—because they teach File-Users the **Advantages** of using **two** NICHOLSON-MADE-FILES instead of one—the **saving** in **time**, the **increase** in **quantity** and advance in **quality** of work done.

If you're not now sharing the prosperity of NICHOLSON Dealers, get in touch with your Jobber on this subject—or write us to-day.

NICHOLSON FILE COMPANY, PORT HOPE

"50 Years of Knowing How and Doing Right."

ROGERS' Portland CEMENT

The Cement with the Bulldog Grip

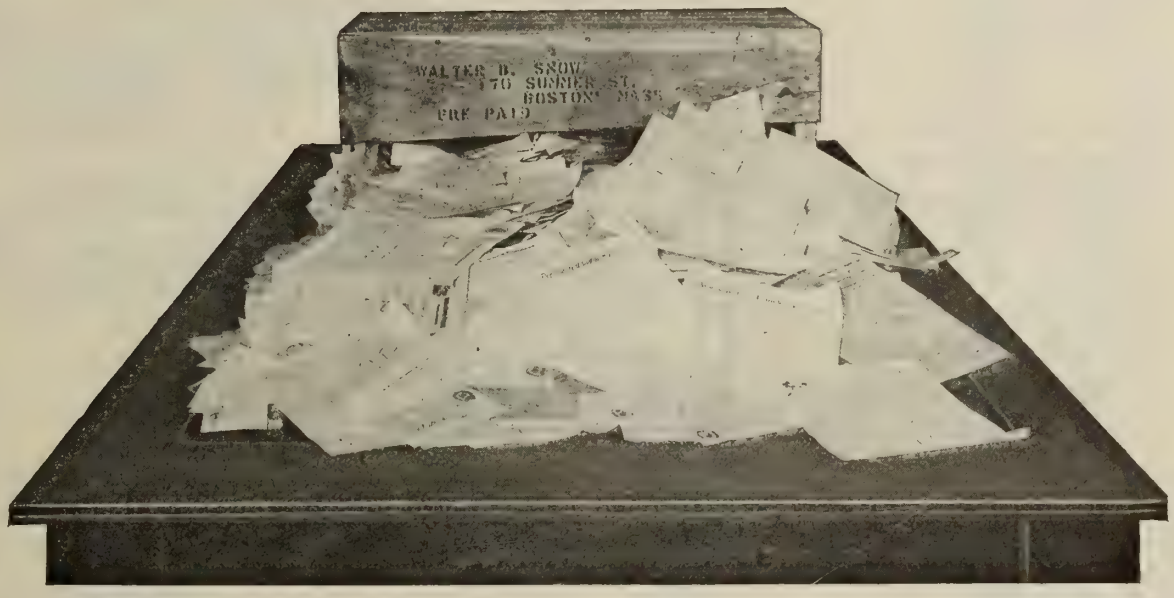
Not only a bull-dog grip in its use, but also a bull-dog grip on its users. Our customers are our fast friends, **and fast friends of our agents.** Drop us a line to-day for the proposition that will make some friends for your hardware store.

ALFRED ROGERS, Limited

28 West King Street, Toronto

N. J. Dinnen & Co., Western Sales Mgrs., Winnipeg, Man.

Starrett Sales Service



15,000 Requests for Starrett Catalogue

Last year we received 15,000 inquiries in answer to our advertisements in many papers. Nearly every inquiry is keyed so that we know what papers are pulling best and also which of our ads. appeal most strongly.

There are letters in this pile from all over the world and from all kinds of men — purchasing agents, foremen, superintendents, machinists, carpenters, chauffeurs, engineers, clerks, doctors, lawyers, and so on. Some requests come on letterheads of prominent companies, some from government department offices, some from municipal and state offices, some come on post cards and some on scraps of wrapping paper. But every man gets a catalog, and if there is a hardware dealer in his town, the dealer is notified of the inquiry and the man is told to go to that dealer. That is what we call "Sales Service" for the dealer.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

Is your stock of Starrett Tools ready to meet any request that comes? If not, stock up. Don't lose a sale because you are not prepared.

The L. S. Starrett Company

WORLD'S GREATEST TOOL MAKERS

ATHOL, MASS.

NEW YORK—150 Chambers Street CHICAGO, Ill.—17 No. Jefferson Street

LONDON—36-37 Upper Thames Street, E.C.

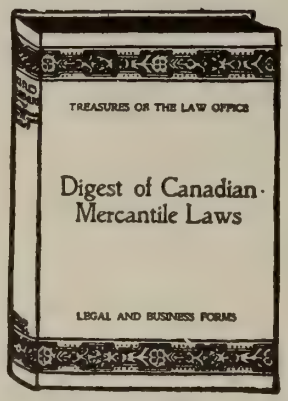
We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Centre Testers, Clamps, Drill Blocks, Gages, Hack Saws and Frames, Levels, Micrometers, Rules, Scribers, Speed Indicators, Squares, Test Indicators, etc.

42-359

A BOOK THAT SAVES MONEY

"Digest of the Mercantile Laws of Canada"

A READY REFERENCE FOR BUSINESS MEN AND THEIR ASSISTANTS. A GUIDE TO THEIR DAILY BUSINESS



IN RENTING A STORE, PROCURING A LOAN OR COLLECTING A DEBT, THIS BOOK WILL SAVE YOU MANY DOLLARS

No work ever published in Canada equals it for business men. A veritable consulting library on this one line so universally needed. Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers.

Below appears a few of the questions it answers. These are picked out at random from the book.

If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can Interest written "one per cent. per month" in a note be collected by "legal process?"—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say $100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of witness, makes a verbal agreement to buy a wagon, say for $53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a Mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.———." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

"B" claims that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.

If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.

Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

Forwarded direct post free on receipt of price.

Keep the book ten days, and if it is not worth the price, return it and get your money back. If remitting by cheque make same payable at par, Toronto. **Eastern Edition, Price, $2.00. Special Western Edition, $2.50.**

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, $2.50.

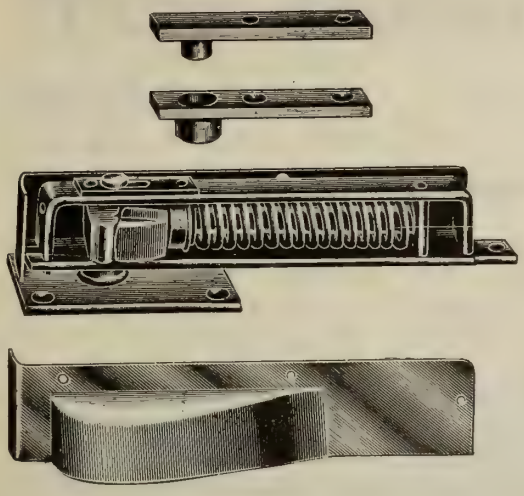
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143-153 University Ave., TORONTO



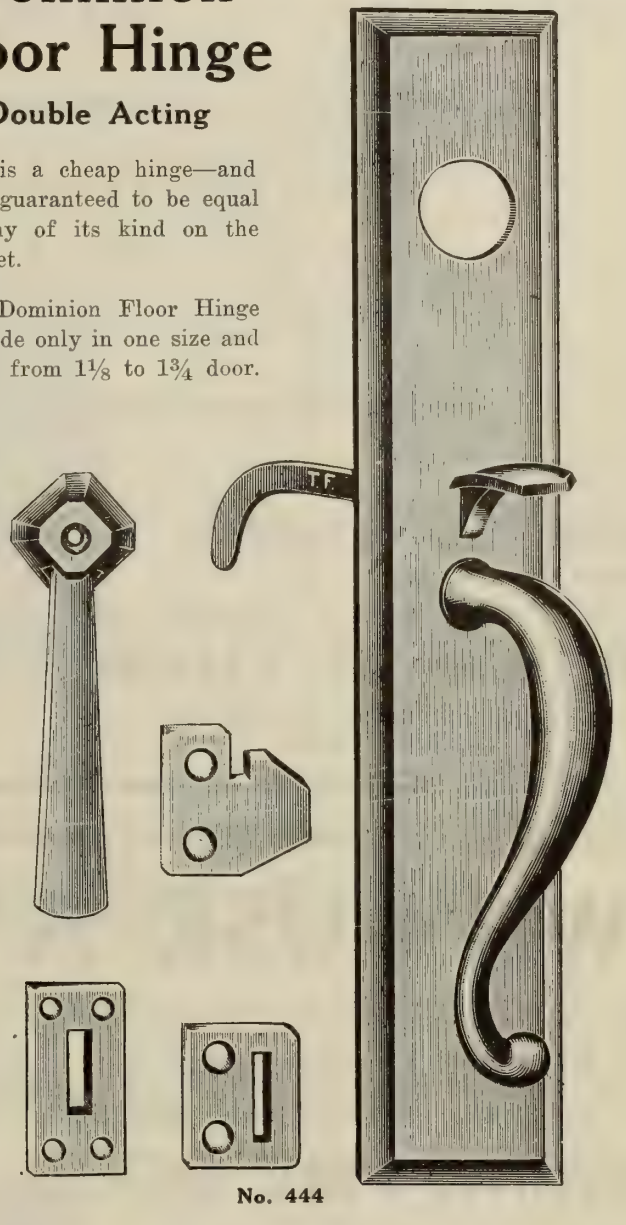
"Dominion" Floor Hinge

Double Acting

This is a cheap hinge—and it is guaranteed to be equal to any of its kind on the market.

The Dominion Floor Hinge is made only in one size and takes from 1⅛ to 1¾ door.

If your jobber does not handle the "Dominion" we want you to write us direct for prices.



No. 444



No. 800—Bronze

Bronze Door Pull

Size 7½". Solid Bronze or Brass. If your jobber cannot supply you, write us.

Store Door Handle

Solid Bronze Metal

Bevel Ledge. For either Right or Left Hand, and for use with any Standard Cylinder Night Latch. Solid Brass or Bronze. Plate 15¾" x 3¼". Polished and Lacquered.

IF YOUR DEALER DOES NOT CARRY THESE LINES, WRITE US DIRECT.

Taylor-Forbes Co., Limited

Head Office and Works:
GUELPH, ONT.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

APOLLO KEYSTONE GALVANIZED SHEETS

COPPER BEARING WEATHER WEARING RUST RESISTING

The best sheets on the market for Roofings, Siding, Guttering, Cornices, Pipe, etc., and for all exposed Sheet Metal Work.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. Branch Offices, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO. LIMITED

Transportation Building MONTREAL

Traders Bank Building TORONTO

WHY USE A WOOD DOOR

to protect your property from the effects of **FIRE**, when you can buy an

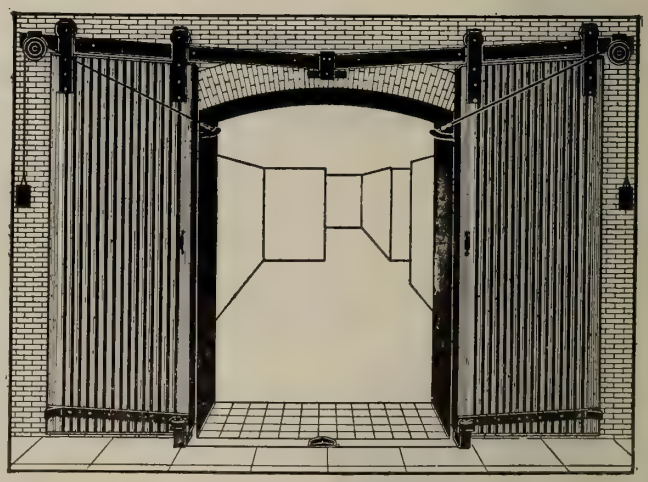
ALL-STEEL, HEAVILY CONSTRUCTED

SAINO FIRE DOOR

for just about the same price?

Get our booklet 22-H.M. on Fire Doors. We make all styles and use the latest approved trimmings.

THE SAINO FIRE DOOR is fully approved by underwriters' laboratories.



THE PEDLAR PEOPLE, LIMITED

ESTABLISHED 1861

OSHAWA MONTREAL TORONTO OTTAWA LONDON WINNIPEG

Makers of Skylights, Ventilators, Metal Buildings, Roofing, Siding, Metal Ceilings, Etc. 36-F

A Profitable Business

HOW much business is there for you hardware men and tinsmiths in redecorating the interior of stores, theatres, hotels, cafes and homes the "Metallic" way? Take a pencil and figure it out! The answer will surprise you.



We help you to estimate on interiors like this. There's money in them for you.

Of course, there is a profitable business for you in **recommending** and **selling** "Metallic" ceilings and walls. Being fireproof and practically imperishable, "Metallic" ceilings and walls are vastly superior to lath and plaster. This superiority in appearance and durability insures **repeat** orders—pleased customers build up your reputation.

N.B.—We help you to get business by quoting prices and assisting you in other ways, when specifications are forwarded to us. Write for information to-day.

THE

Metallic Roofing Co.,

Limited

Manufacturers—Established 1884

Toronto Winnipeg

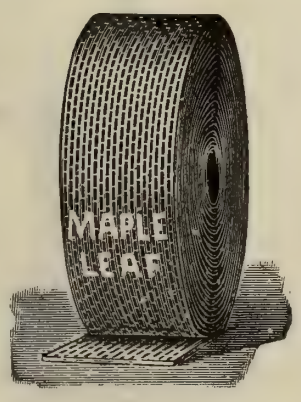
TO THE HARDWARE TRADE

If you are not already doing so, study your own interests and order a stock of

"Maple Leaf" Brand Stitched Cotton Duck Belting

It will give you a better return for the money invested than any other kind of belting.

Get a move on among the factories in your neighborhood, and you will be convinced of the utility of stocking **"Maple Leaf."**



You should know our jobbers' prices. If you don't, write us, and we will be pleased to post you.

"Maple Leaf" is the strongest, truest running, most economical and efficient belt on the market.

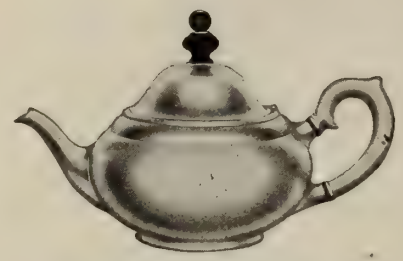
Manufactured only by

Dominion Belting Co., Limited

HAMILTON, ONTARIO

Tea Lovers Will Gladly Pay You a Profit

when you show them that the "Universal" Tea Ball Tea Pot makes delicious tea of uniform flavor.



No. 100—Copper, Nickel or Silver-Plated, $6.50 to $8.00.

In the "Universal" Process (illustrated below) the tea leaves are allowed to remain in the liquid only until the desired strength is reached. The tea ball is then withdrawn and the tea is ready to serve—uniform in flavor, with the last cup having the same strength as the first.



No. 300—Copper, Nickel or Silver-Plated, $6.50 to $8.00.

Show your customers the advantages of the "Universal" process. Display a good line of "Universal" Tea Ball Tea Pots and Samovars, showing the variety of handsome patterns and the excellence of their finish.

The "Universal" Process

Lowering the Tea Ball into Freshly Boiled Water



No. 606—Samovar, Copper, Nickel or Silver-Plated, $11.25 to $12.75.



Perfect Tea, ready to serve. Tea Ball is entirely out of liquid.

Bring the Tea Lovers to your store by using our free advertising service. Write for Booklets, Show Cards, Newspaper Electrotypes or Street Car Signs. Tie our national advertising up to your own store.



No. 200—Aluminum, $3.00.



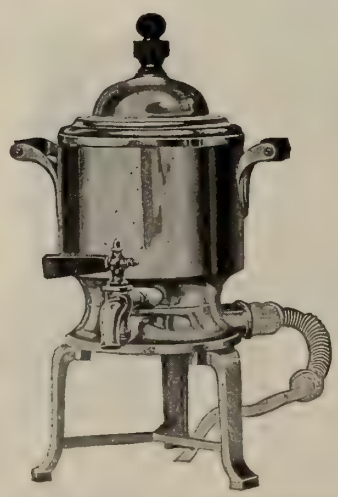
No. 400—Aluminum, $3.50.

FOR ELECTRICALLY EQUIPPED HOMES

"Universal" Tea Ball Tea Pots and Samovars—Electric have the "Universal" tea-making process with the added convenience o electric heating.



E9044—Tea Pot, $8.50 to $10.75.



No. E934—Samovar, $8.75 to $11.50

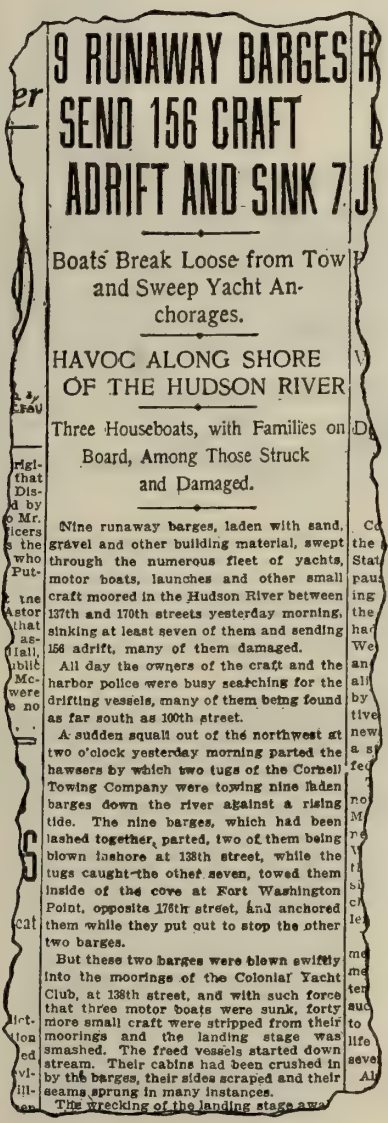
"Universal" Electric Appliances are economical to use. Heating units guaranteed for five years.



No. E904—Tea Pot, $7.25 to $9.25

UNIVERSAL **Landers, Frary & Clark,** New Britain, Conn., U.S.A. UNIVERSAL

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good-will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg, Vancouver

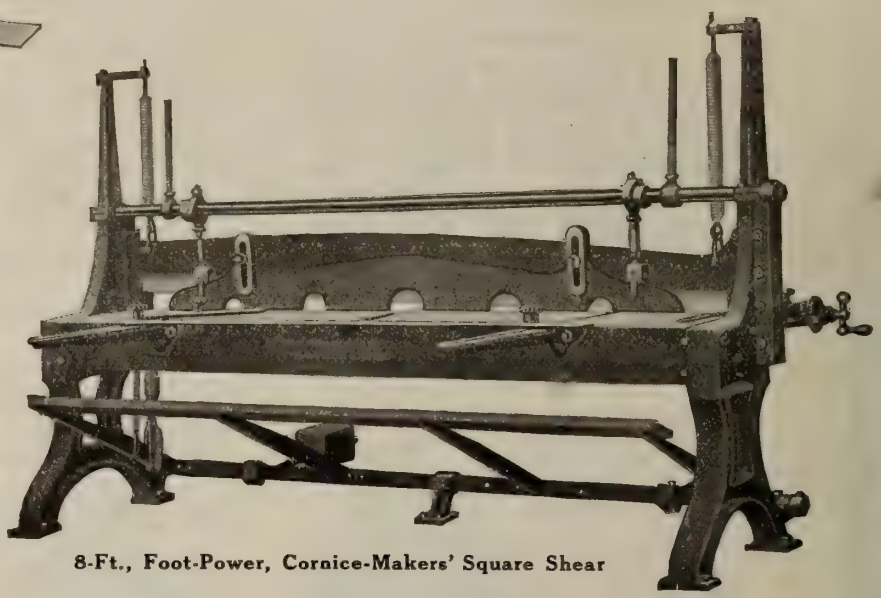
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Foot and Power

Made in lengths from 20 inches up to 120 inches



No. 1—15" Gap Foot-Power Square Shear



8-Ft., Foot-Power, Cornice-Makers' Square Shear

If you want a shear that does **Superior Work** order one to-day

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Western Representatives:
MESSRS. BISSETT & LOUCKS, LIMITED
Winnipeg and Edmonton

TRIMO TOOLS Are Universally Commended

Success is Its Own Recommendation

What has been accomplished by the **Trimo Pipe Wrench** is fast being achieved by the **Trimo Pipe Cutter**

Send for Catalog No. 150



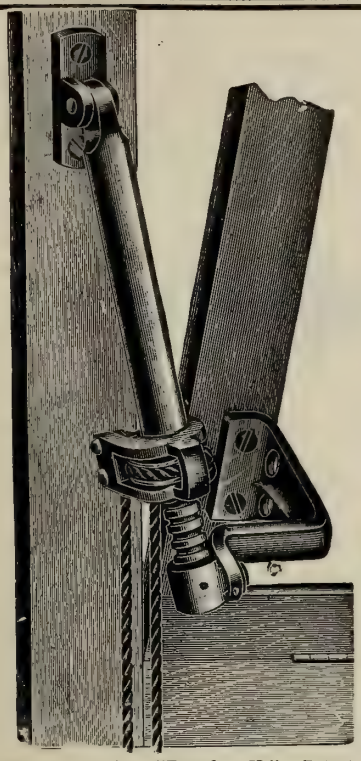
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Drop-Forged Frame. All parts interchangeable. Convertible from a one to a three-wheel cutter by simply removing and substituting wheels.

The name TRIMO will be found on every TRIMO Tool

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Trimont Manufacturing Company, - ROXBURY, MASS. (Boston)



10067. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

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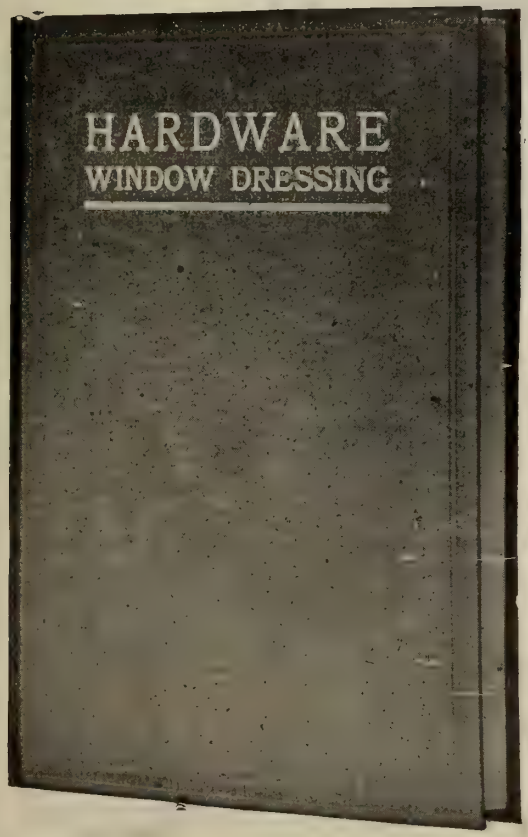
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Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal



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This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

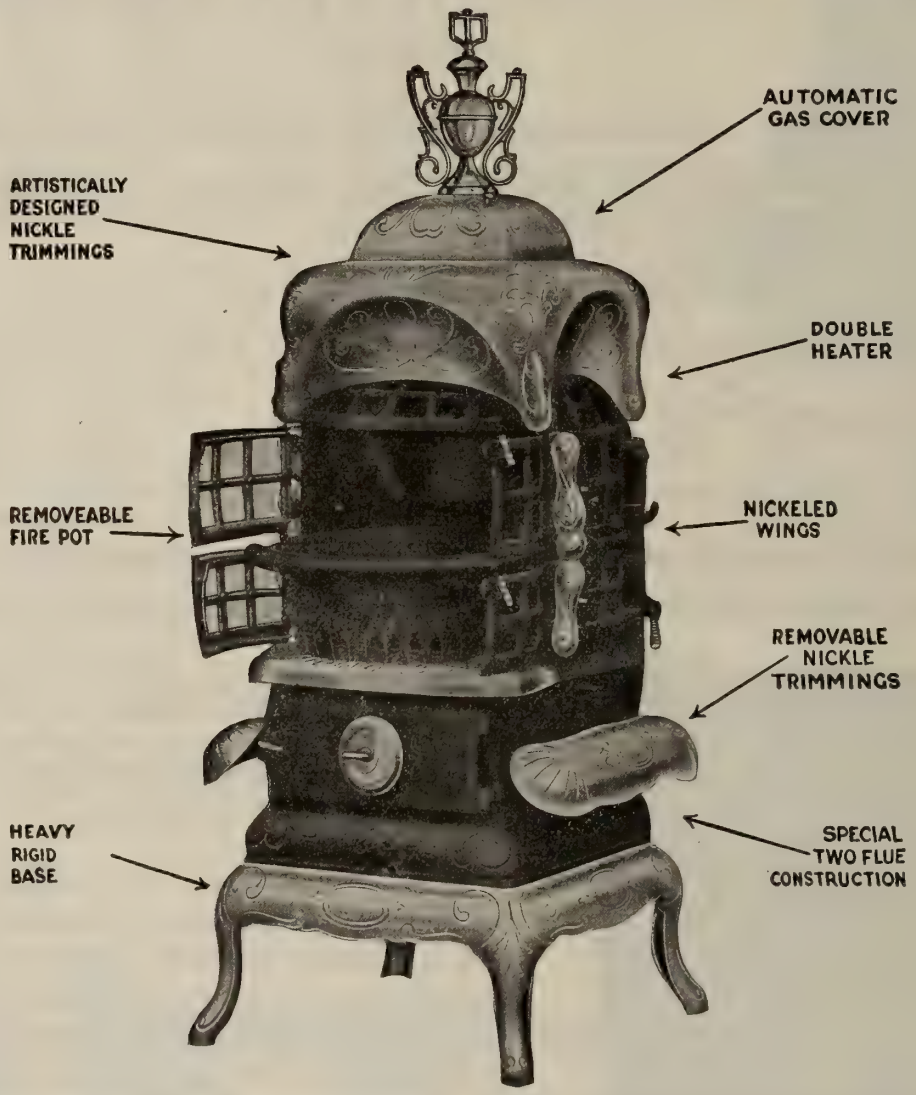
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Its powerful heating capabilities have given it permanent prominence.

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Its economical full consumption is the natural result of a proved and tested two-flue construction.

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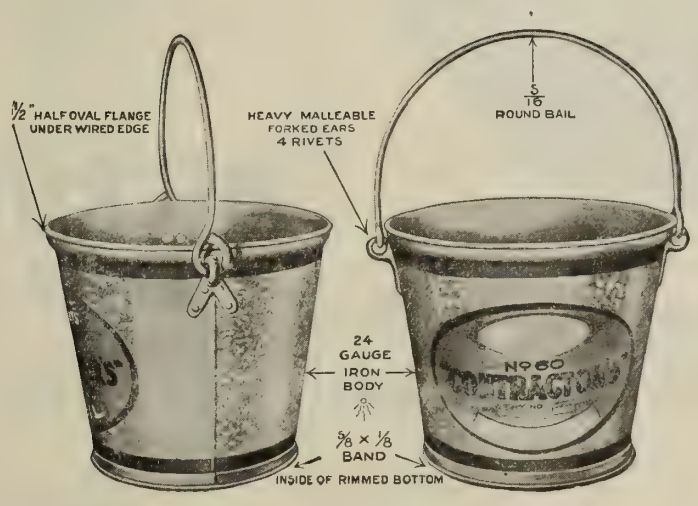
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ST. JOHN, N. B. HAMILTON CALGARY SASKATOON EDMONTON

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No. 60

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This is a new pail built on special, durable lines for heavy work and rough usage.

All parts that are liable to receive extra wear are strongly reinforced.

The body is of 24-gauge black iron.

The ½" half oval flange under the wired edge and the 5/8" by 1/8" band inside the rimmed bottom gives extra long life to the pail.

Has a 5-16" round bail and heavy malleable forked ears with four rivets.

A pail specially for the contractors. Write us for full information.

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OTHER USES

It pays to push Yale Padlocks

Your Yale Padlock business is limited only by your willingness to push it. Think of the many uses for Yale Padlocks and remember that every use means a sale. Your customers are learning that there are padlocks and padlocks: that "Yale" is a good padlock's first name and that this name identifies padlocks made by us. How can you better serve your trade and better serve yourself than by meeting every padlock call with a "Yale."

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Goodell-Pratt's

No. 13



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Cost Money

When one of your customers buys a micrometer, he wants a tool that will last a long time, and it is your business to see that he gets it. Of course you will sell him one of

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BECAUSE every GOODELL-PRATT micrometer has a

HARDENED TOOL STEEL SPINDLE

running in a hardened bushing. This exclusive GOODELL-PRATT feature is responsible for the long and satisfactory service of these micrometers.

The depth gauge attachment is another exclusive GOODELL-PRATT feature which greatly increases the utility of the tool.

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Toolsmiths

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DAVIDSON'S "STERLING"
SANITARY SEAMLESS MILK STRAINER

Extra large and very strong. Made of Seamless Drawn Steel, Retinned.
Will stand hard usage.
Has Removable Centre Strainer. Easy to clean.
Strictly sanitary, gives the Dairy the highest reputation for least bacteria.

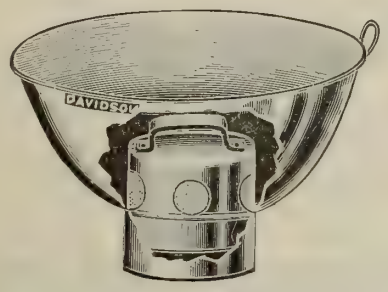


Fig. 232B

It strains through fine mesh brass strainer gauze first, and then through as many thicknesses of cheese cloth as desired.

The brass strainers catch all the larger pieces of foreign matter, and the cloth strips the milk of the finer particles of dust, leaving it clean and wholesome, ready for the table. It also strains rapidly, and is large enough to eliminate the annoying wait, which is bound to occur when smaller and slower strainers are used.

DIMENSIONS—Top ..... 13½ inches
Bottom .. 6 inches
Height .. 7¾ inches

Davidson's "Sterling" Sanitary Milk Strainers

are highly recommended and approved by Doctor Hood, Chief Food Inspector and Expert for the City of Montreal.
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The Only Profitable Way of Handling Gasoline and Oils in the Retail Store

When gasoline and oils are handled with Wayne Storage outfits there is no waste due to evaporation, leakage and spilling. The waste does not seem to be very much at one given time, but in the yearly aggregate amounts to considerable.

This system also saves time and labor, as there is no constant filling and handling of measuring cups and the constant rolling in and out and tapping of barrels, and much space.

Does away with dirt and unpleasantness.

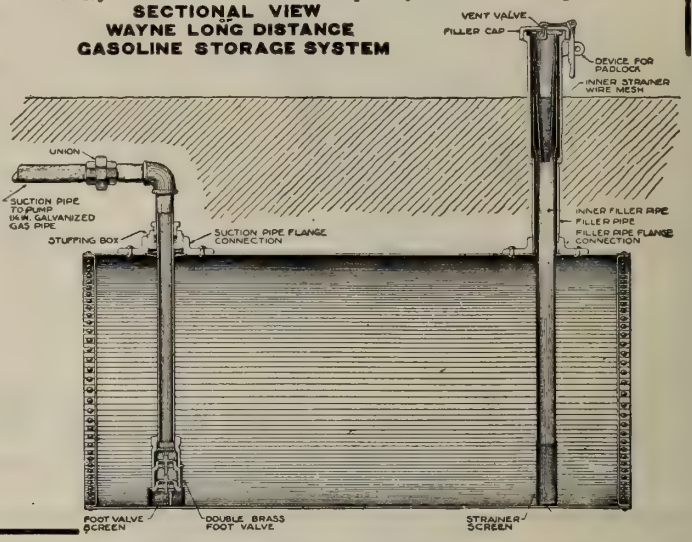
The **WAYNE PUMP** is constructed so as to throw a pint, quart, half-gallon or gallon, and measure exactly.

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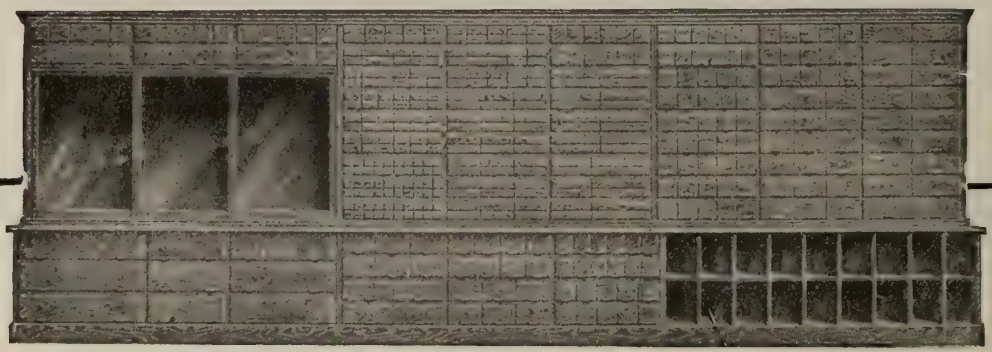
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WAYNE LONG DISTANCE
GASOLINE STORAGE SYSTEM



The Wayne Oil Tank & Pump Company

Woodstock **Ontario**



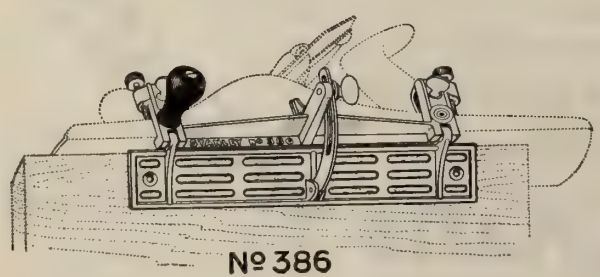
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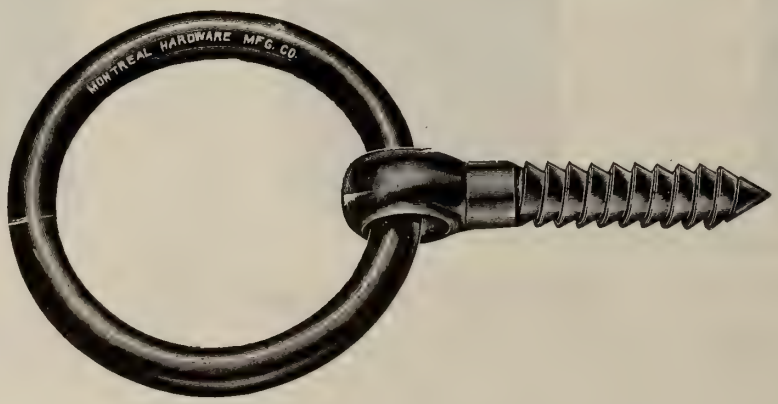
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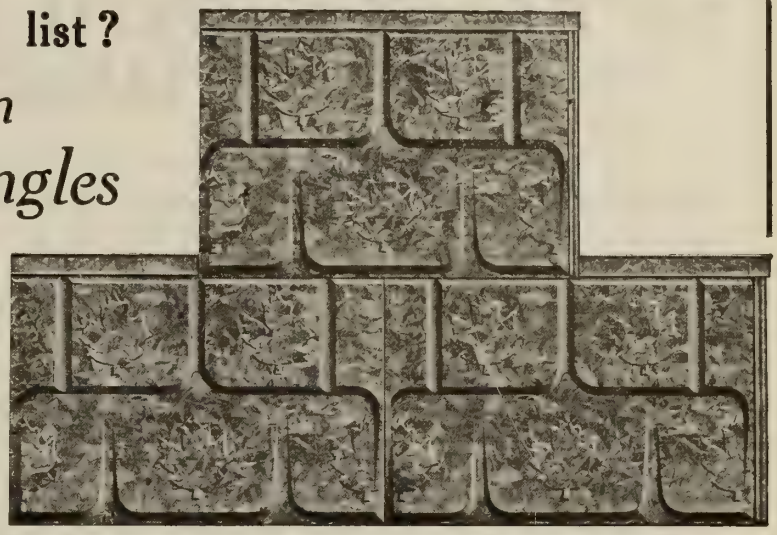


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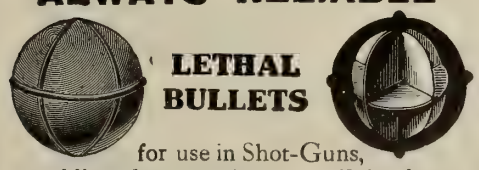
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The McGlashan, Clarke Co., Limited, NIAGARA FALLS, CANADA

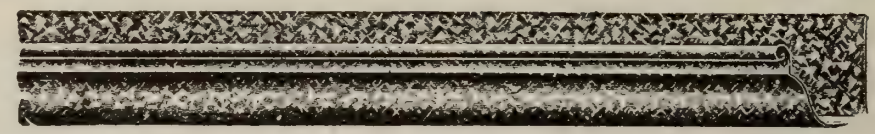
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Manufacturers of Lumber Tools

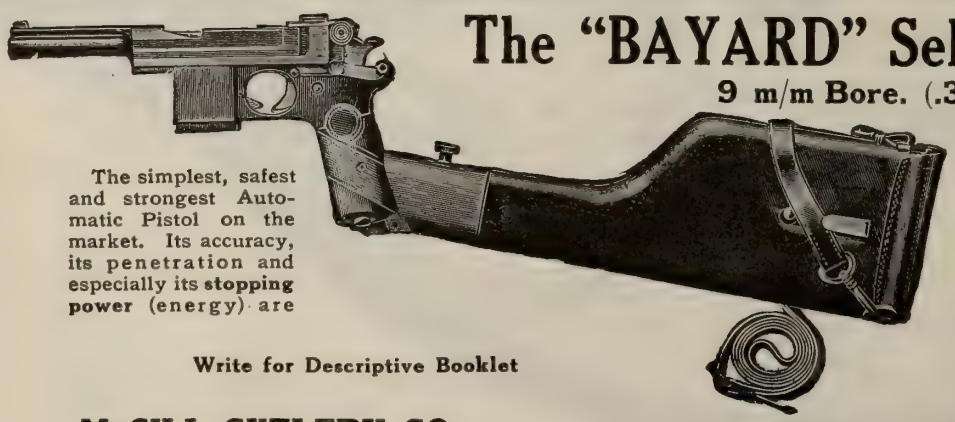
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The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its **stopping power** (energy) are unsurpassed. A bullet from the **Bayard** Pistol fells instantly the most desperate enemy. It is the ideal weapon for the soldier and the colonist.

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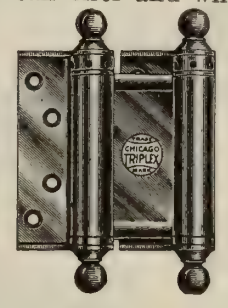
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offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

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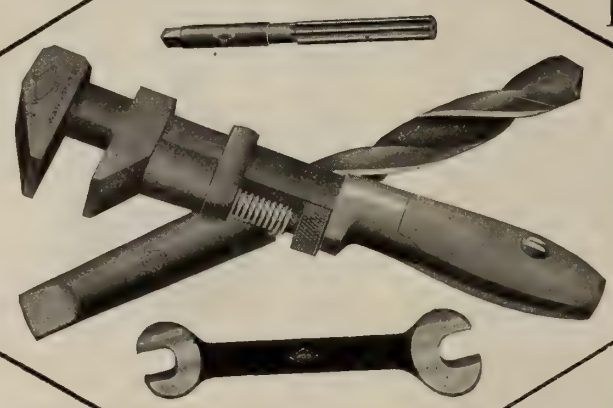
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Established 1854

Office and Factory, ST. CATHARINES, Ont. **Stocks Carried at Winnipeg and Montreal**



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

TO look back over the year's expenditures and to be able to say with truth that every purchase was made with wisdom, forethought and economy—

Isn't that something to be proud of—something to find satisfaction in?

The numerous ideas and information you'll find in the advertising columns of Sanitary Engineer will give you a sound basis on which to decide satisfactory purchases.

Look over the advertising columns **now** — while you think of it



Wrico ANTI-RUST

Sanitary Milking Pails

No. 914 COVERED. and No. 714 OPEN.

These Pails are made of Block Tin.

All seams and crevices flushed with solder. No lodging places for matter to collect and decay.

In using the Covered Pail, a piece of muslin or cheesecloth is stretched across the opening. Then milk the cow into the pail through the cloth.

The milk is thus strained just as soon as it emanates from the cow, and being in a covered, germ-proof pail, has no opportunity to become contaminated.

These Pails are 14-qt. capacity.

Ears are strapped on, as well as being riveted and soldered.

E. T. WRIGHT CO., Ltd., Hamilton, C an.



Improved Patent Flush Handle

CHESTERMAN'S

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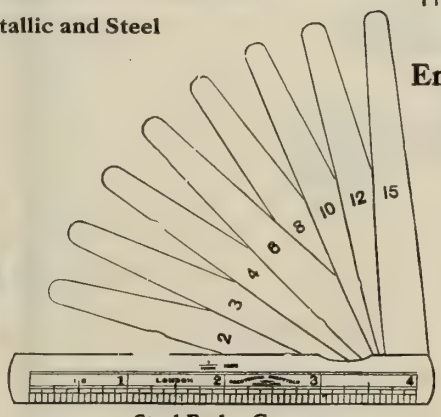
MEASURING TAPES

Linen, Metallic and Steel



TRE BLE

Engineers' Small Tools



Steel Rules, Gauges, etc.



Steel Feeler Gauge

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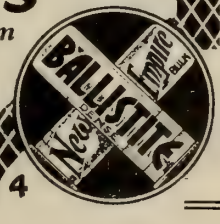
Best Shooters

at the traps and in the field are shooting shells loaded with

BALLISTITE DENSE AND New BULK Empire Smokeless Powders

You can get them in any shell loaded in Canada. INSIST !





4

This Advertisement

is one of the many that are reaching sportsmen.

Are you in a position to supply cartridges that are filled with these smokeless powders? If not, why not?

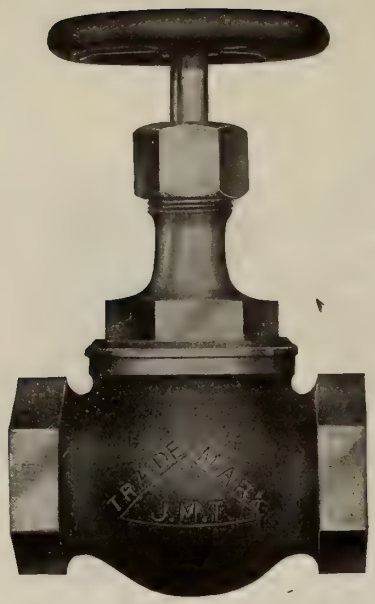
You should stock them at once, because our consumer advertising is certain to cause a growing demand.

Write for particulars.

Nobel's Explosives, Ltd.

244 Chambers of Commerce

WINNIPEG



Morrison Brass Valves

MORRISON Valves make a reputation for the man who sells them. The same reputation for giving satisfaction which they themselves have maintained now for upwards of twenty-fiveyears. We manufacture valves of different types for every conceivable purpose. Each type of valve is the result of long and painstaking study of requirements and skilful design. Each individual valve is the best that good materials and workmanship can produce and is sold with an absolute guarantee that it is RIGHT. All the dealer needs to know about valves is Morrison—all he has to look for is J.M.T. (*James Morrison, Toronto,*) in a triangle.

The James Morrison Brass Manufacturing Co., Ltd.

93-97 Adelaide St. West

TORONTO - CANADA

TRADE MARK J.M.T. REGISTERED

We Help You to Take That Holiday!

IF you want to earn some extra money so you can take a vacation, a holiday this summer, we will help you. You supply a few hours of your spare time each week and we will supply the money. There are many people in your district who will read

MACLEAN'S MAGAZINE

if its real character is explained to them. They will readily subscribe if you ask them.

ON each subscription we allow you a liberal commission. By giving three or four hours a week to this work you can earn several hundred dollars a year.

YOU will enjoy the work and will find it one of the best experiences you can get. We teach you how to SELL, how to approach men and get their orders. All you supply is a little spare time and work.

SEND a postal card to-day, asking us to show you how we can help you earn a holiday trip this summer.

Circulation Department

MacLean Publishing Co., Limited

143-153 University Avenue, Toronto, Canada

TO look back over the year's expenditures and to be able to say with truth that every purchase was made with wisdom, forethought and economy—

Isn't that something to be proud of—something to find satisfaction in?

The numerous ideas and information you'll find in the advertising columns of Hardware and Metal will give you a sound basis on which to decide satisfactory purchases.

Look over the advertising columns now—while you think of it.

Horseshoe Brand Silverware
Makes Yours a Better Store.

Horseshoe Brand Flatware Patterns

Abington	Glenrose	Tipped
Arundel	Hanover	Windsor
Biltmore	Suffolk]	Warwick
Fiddle	Raleigh	Marcella
Grenoble	Standish	

PATTERN
QUALITY
PRICE

three essentials to fast selling Silverware found in the Horseshoe Brand.

Our travellers are now calling on the trade with samples. If not convenient to wait for travellers, write to our nearest Salesroom for samples and prices.

Canadian Rogers Co.
Limited

570 King St. W., TORONTO

Hammond Bldg.
WINNIPEG

Fairfield Bldg.
VANCOUVER

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVI. TORONTO, JULY 25, 1914. No. 30

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SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

What are you doing with your stock?

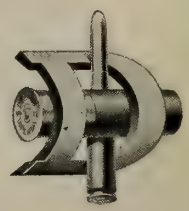
This is a slack season

Start a Gun Club in your district and make an all-year-round outlet for



DOMINION AMMUNITION

AND SHOOTERS' SUPPLIES



This is good business. It means regular sales, new customers and good profit.

WRITE US FOR FULLER PARTICULARS.

Dominion Cartridge Company, Limited - Montreal



O-Cedar Polish Mop

(Made in Canada)

Dusts, Cleans and Polishes at same time.

Very easily manipulated.



A wonderful time and labor saver for the housewife — Once she has tried it she will never do without it.

We run an extensive advertising campaign in the daily papers from coast to coast in Canada, and in the largest and most popular magazines, telling housewives of the advantages of using the O-Cedar, and inviting them to place ($1.50), the price of the mop, with their dealer, with the understanding that if they are not satisfied they'll get their money back.

This invitation is certain to bring you big business if you have the O-Cedar where the public can see it—because nothing but lack of funds will ever result in an O-Cedar Polish Mop being returned, and the housewife is always looking for labor-savers.

Place an order with your jobber to-day.

CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXVI. JULY 25, 1914 No. 30

Existing Conditions of Importance to Trade

During the past week several events of importance to hardwaremen have developed. The linseed oil situation has caused much speculation and some consternation among jobbers. The announcement that a large American manufacturing firm has secured a large interest in a Canadian plant will prove interesting to hardwaremen. The nail situation is being discussed by jobbers, and there is a variance of opinion regarding future quotations. The army worm pest has caused considerable alarm in various parts of Ontario, and in some districts the retail hardwaremen are benefiting to the extent that sales of paris green have been stimulated.

The Oil Situation

ONE of the chief features of the past week, particularly in the Toronto district, has been the unsettled condition of the linseed oil market. In spite of the fact that flax seed has advanced in price on several occasions recently and is still exhibiting an upward tendency, a number of jobbers have been selling oil at exceedingly low prices. During the week linseed oil was being quoted by jobbers at a lower price per gallon in single barrel lots than the price quoted in car lots by the grinders. There has been a great deal of price cutting recently and many retailers have purchased oil at ridiculously low prices when the present condition of the seed market is taken into consideration. Much of the price cutting and low prices now in effect are due to the fact that when oil was very low in price some months ago, a number of firms anticipating higher prices in the future bought for future delivery at very low prices. Much of the stock purchased at that time is still on hand. In other cases it is said that contracts have not yet terminated and that some jobbers and manufacturers are still buying oil at low prices, and are able to sell at prices much lower than those who have to make purchases from the grinders at present prices. Many of the firms with stocks which were purchased at low prices some time ago did not find the spring demand as heavy as usual and the result was that heavy stocks remained on hand. In order to move the stocks low prices were quoted. The situation is one that has been a puzzler to many in the trade but is easily explained when the facts are known.

Enlarging Plant

The announcement just made that the Stanley Works of New Britain, Conn., had acquired a large interest in the Canada Steel Goods Co., Hamilton, Ont., was confirmed by Arthur F. Hatch in conversation with Hardware and Metal. Mr. Hatch said that the plant of the Canada Steel Goods Co. would be greatly extended by the erection of a large rolling mill, and the installation of considerable machinery at once. A large number of additional hands will be employed and the output of the firm will be largely increased. Arthur F. Hatch has been appointed general manager and treasurer of the company. For the present the firm name will not be changed although this may take place later on. The announcement is very important in view of the fact that the Stanley Works concern is one of the largest of its kind, and that another American industry is locating a branch in Canada.

The Army Worm

The old proverb, "It's an ill wind that blows nobody good," can be appropriately applied to the paris green and army worm situation, particularly in Ontario at the present time. Reports for some time past have indicated that the demand for paris green has been light. It appears that the invasion of the army worm has placed a different aspect on the situation.

The following is the advice of the commission of conservation in connection with the dread plague of the crops:—

"By thoroughly spraying or dusting a small strip of the crop in advance of the worms with Paris green, and liberally distributing poisoned bran (mixed at the rate of fifty pounds bran and one pound Paris green with enough molasses and water to sweeten it), large numbers may be destroyed. A field so poisoned must not be harvested until rain has thoroughly washed it. Whatever is done must be done quickly and at once, for a single day's delay may often mean the ruin of a valuable crop."

The hardware merchant need not consult his conscience with regard to the moral point of taking advantage of the troubles of others to make business for himself.

The hardware merchant can make himself a public benefactor, and can make himself a factor in conducting the campaign against the almost irrepressible march of the myriad pest—by stocking Paris green and selling it.

The hardware merchant should consider it his duty to let the farmers of his district know that Paris green can be made an effective agency in dealing with the worm—many of them do not know it—and he can point out the recommendation of the conservation commission in connection with the matter. The farmer will do well to get a supply of Paris green to keep on hand for immediate use throughout the districts where there is likelihood of the worm appearing, and the danger zone is being extended every day in a manner that spells danger to a large proportion of the standing crops.

A warning to the farmers to be ready to combat the worm on its first appearance is sounded by the Ottawa commission. Look for a worm about one and a half inches long and striped with black, yellow and green of a dingy appearance and very much resembling the cut-worm. When detected, there should be every effort made to keep the worm out of the crops not yet attacked. Besides the Paris green method which is recommended, a furrow ploughed along the line of march like a trench, with the ver-

(Continued on page 50.)

The Human Element in a Hardware Store

Broad Store Policy as Applied to Employees—Working of System Automatic—Spreads Through All Ranks to Advantage of Employer and Employee—All Success Hinges on This Department.

An authorized interview by a Hardware and Metal representative with A. W. Moore, of St. Catharines.

I BELIEVE, in all modesty, that I can agree with Hardware and Metal's assurance to me that in this store the various departments appear to work in harmony, and that no one branch of the equipment or the service is glorified at the expense of some other one, nor neglected that the other may be played up.

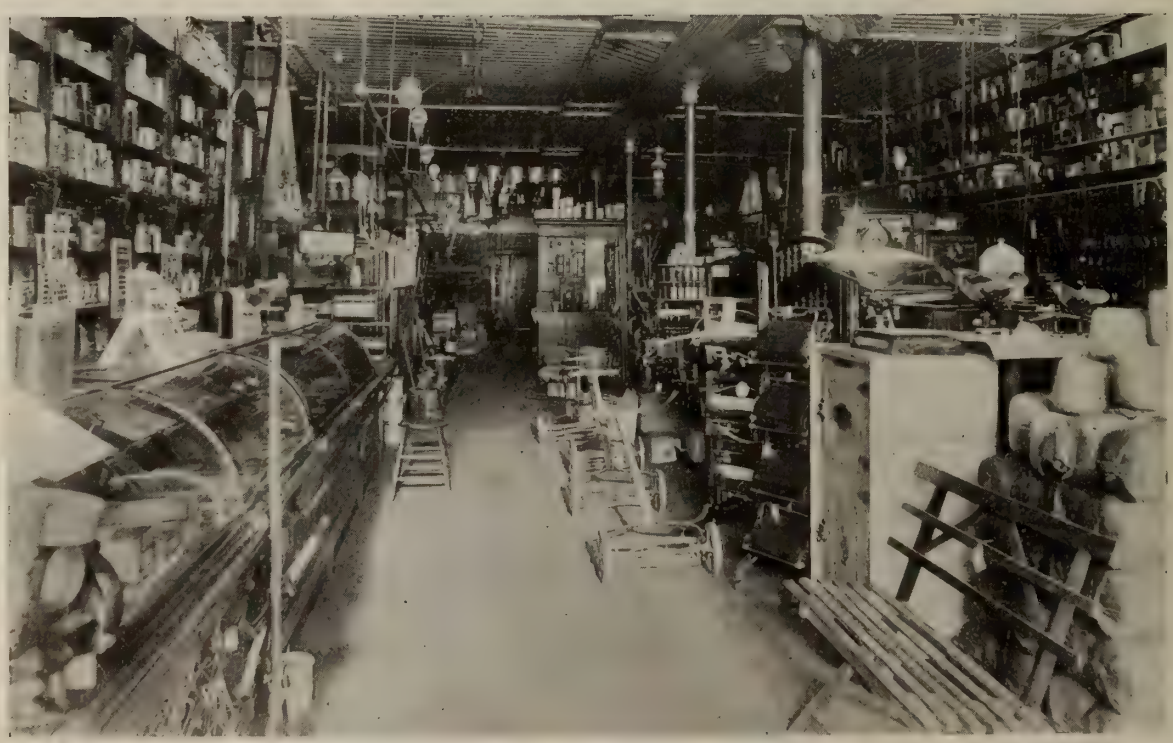
Such at least has been our intention. I say our advisedly; for although I am speaking as manager of this store, we endeavor to think, say and do here, in the plural, as a gathering of individuals that are all equally interested in the welfare of the business.

An apt comparison might be made between a store and the human body. The articulation of the departments of the former is, in a sense, similar to that of the bones of the latter, in that each department or each bone depends upon the easy working of the others to insure its own efficiency. Controlling, in the fullest sense of the word, all other departments, however much it may also depend upon them, is the brain in the case of the human body. Equally dependent and fully as domineering is the human department in the case of the store. From here all ideas come, all policies emanate, and the final fortune of the business is determined as a result of the combined actions of the personnel of it. I do not think that I am inconsistent in saying that the human element of a business must be given the first attention, for once that it is working smoothly and at maximum efficiency, other departments swing into line quite as a matter of course. To illustrate: if you have a good buyer, he buys well; a good salesman sells well; a good porter keeps stock in good shape. Reverse the problem: a poor buyer coming into a well-bought stock follows his natural bent, and buys badly in spite of the good example before him; the poor salesman may have high grade of goods to sell, but he does not sell them; the indifferent porter soon allows a well-kept stockroom to deteriorate, and so on ad infinitum. In the last analysis, all things mundane rest upon the human equation.

If, as I am told, we have good window trims, a tasty store interior, a well-bought stock, a good annual turnover, and the whole capped by an excessive cleanliness and orderly appearance, it is because back of all these things are human brains devoted to the intelligent solving of the problems of their work.

I can only lay claim to personal credit in this connection through my policy of having encouraged the individual development of my employees as a result of piling responsibility on them. This policy brings out in them the habit of self-reliance and the ability to grasp and solve the problems that arise. The division of responsibility frees me from the petty annoyances of settling every trivial matter; enables me to give my undivided attention to the larger matters that come within the manager's true sphere, and educates the employees so that they do their work better and incidentally prepare themselves for a better position.

To illustrate: Our paint man on his own responsibility plunged on paint this



Interior view showing one-half of the store of the Moore Hardware Co., St. Catharines.

spring to the tune of a thousand dollars. I was surprised, but I supposed that he knew what he was about. He did; it has nearly all been worked off. In the same way, partly, I am sure, because he was made to feel that his ideas were appreciated, the porter evolved a scheme that enables us to store and use material that had previously been wasted. If necessary, I could give illustrations of such things in the case of each individual in the store.

We constantly get new ideas from one another that vary in value from a big saving on the purchase of a bill of goods or a new selling idea, to our warehouse scheme of piling nail kegs on their sides instead of end, in consequence of which we can pile higher and still tell at a glance as to what size nails are in any given keg.

One would be surprised at the manner in which the slackest of men will develop under a system that allows full play for his imagination and initiative. No man is any good until he has been tried out, and it is only through his first mistakes that he learns to avoid them in the future. It is easy to warn men; but few of them or us, I should say, pay much attention to what we are told. It is our experiences that we remember.

I discourage any dependence upon authority. If a man comes to me for orders on a comparatively simple matter, I say, "Don't bother me with the details of the work you are paid to do. Go ahead and do the best you can." And then I watch, and I am seldom disappointed in the results. If the result is good I am satisfied; if it is bad, the clerk probably knows it as well as I do. At any rate, any harping of mine on the error would do more harm than good, and assuredly if any complaint is made, it is done in private, so that no feeling of humiliation will result. The satisfied man works best, and that is one way of keeping him in such condition.

Carrying that last theory a little further, I believe that incompetent help, however cheap it may be to hire, is very expensive in the long run. I get away from the danger of it by endeavoring to get a group of men about me of whom I can be proud.

By paying unusually good salaries, by seeing that they get weekly and annual holidays, I insure their mental contentment and good physical condition.

A man is similar to a horse, a binder, or any other engine; if he is fed with the best brand of mental lubricant and stoked with good physical coal, he will do the work, provided reasonable quality is there to go on in the first place. As life is what a man makes it, so is a store what the man makes it. Good men will make a success of the meanest store, because they are not there long before they



View of the store front of the Moore Hardware Co., St. Catharines. Two neat displays of seasonable goods are shown in the windows.

are revolutionizing its methods from window front to coal bin. Place a weak bunch of men in the best store in Canada and watch it hit the chutes.

In the other departments we constantly strive at improvement, and if one shows a little gain, the others are soon at its heels, so that they all hold pretty much to the same level of efficiency—which is, of course, just as high as we can make it. There are a few basic laws that we employ in all departments. We insist upon absolute cleanliness as much so in the cellar as in the window, so that we may with impunity show our customers all over the establishment with the sure knowledge of making a good impression. The windows we endeavor to make artistic, and we plan to have them emphasize the advantages of the goods shown by intelligent display rather than by using the show window for a warehouse.

I might go on with endless illustrations of the working of our endless chain, but I believe that I have said enough to convince the most skeptical that attention to the human element is the merchant's chief asset.

AN OBJECT LESSON.

Hardware and Metal investigators are unanimous in reporting that the merchants of those towns that show a get-together spirit invariably have the best-looking stores, and show in every way that they are in the forefront of progress. It requires a certain amount of broad-mindedness to crawl into the business bed with one's competitor, but it is an axiom that the state of broad-mindedness is a highly desirable one for mankind. Ergo, it is beneficial to come under that category.

The town of St. Catharines offers what is probably one of the most astonishing examples of what can be done by united effort and the sinking of individual prejudice. This town and the methods of its dealers offer a fertile field of investigation for those who wish to see the condition duplicated in their town.

IDEAS AND TRAVELERS.

Kipling says that a traveler should be caught fresh with his experiences still sticking to him. So should an idea be caught fresh and whipped into workable shape before it grows cold and enthusiasm falters.

The man who has the inspiration of a good window trim, a selling campaign, etc., should endeavor to put it in force at once. If this is not possible, the next best thing to do is to make notes of the ideas that have occurred in connection with and keep on doing so, and then when the time is ripe for action one does not have to depend upon a tricky memory. And even though the memory is good, it is almost impossible to marshal a large number of detail facts simultaneously at one's bidding. They must be jotted down as they occur, else half of them will refuse to come up above the mental surface until it is too late to use them.

Wingham, Ont.—Alex. Young, who has been in the hardware business here for over twenty years, has sold out to Messrs. Ross & Bell, who will take possession about August 1. Mr. Ross has had considerable hardware experience in Cargill, Ont. Mr. Bell was formerly a resident of Paisley, Ont.

HARDWARE AND METAL

VOL. XXVI. No. 30 Toronto, Canada, July 25, 1914 Two Dollars per Year

RETAILING OF NAILS

HARDWARE AND METAL has heard much favorable comment on the article "The rotten retailing of wire nails," which appeared on page 39 of the July 11 issue. It appears that the article has "struck" a great many retailers, travelers, jobbers and manufacturers. One retailer told a Hardware and Metal representative last week, that he hoped the opposition store in his town would take the hint, and cut out the "Under the Hat" quotations which they have been handing out for some years past. Another merchant intimated that a great many travelers are handing out "Under the Hat" quotations.

One of the most interesting of many letters which we have received is one from a leading nail manufacturer in Canada and a portion of whose letter is here appended:—

"From a manufacturer's point of view this question cannot be too strongly pressed in your paper, as there is not a question of doubt that nail prices have been as a sort of cat's-paw to pull other chestnuts out of the fire, and as has been very truthfully stated by you, not only are the hardwaremen losing money by this method of business, but the manufacturers have been made a party to these business methods, therefore, losing money for both the manufacturer and the retailer. We trust you will continue to impress upon your readers the necessity of keeping up the price of this staple article and making a profit for themselves, at the same time assisting the manufacturer to get a reasonable profit for his goods."

ARE YOU BUSY?

WHO are the busy men during times of depression, and who are grumbling the least about hard times? The answer is an easy one. The men who are complaining the least are those who are working the hardest, and are securing the business. When business depression and hard times strike a community there are always a large number of merchants who rest on their oars and take it for granted that business is bad and that extra efforts will avail nothing. There are on the other hand merchants who work harder during times of depression than at any other time. A hardware merchant, on being approached by a Hardware and Metal representative last week, began making excuses for the untidy and disorderly condition of his stock and stated that the reason his store interior looked disorderly was on account of the quiet times and lack of business. He said he did not think there was much use in arranging window displays, interior displays or cleaning up because it would not pull any more trade. His stove department was in a very untidy condition and the tops of the stoves were covered with tinware, boxes, and packages of various descriptions. The goods on the counters and in the cases were dusty and did not present an inviting appearance. The window displays had been in for several weeks and were badly disarranged and the proprietor was complaining about hard times. Four blocks farther on another merchants sells hardware. He did not complain about hard times. He realized that a depression in business existed but by hard work he had kept his sales up to those of corresponding periods of last year. His stock which is not a large one was exquisitely clean. He employs two clerks and they are good live salesmen. During spare time they were busily engaged in arranging the stock. There was a great contrast between the two merchants. The man with the disorderly store was complaining about hard times. His sales were falling off. Another merchant on the same street had a clean, attractive store and was doing equally as much business as he did last year. One merchant is working hard and is securing the business. The other merchant is resting on his oars—and sinking.

DEALING IN FUTURES

NOW that the annual quietness is here again it behooves hardware dealers to take advantage of any extra leisure and lay plans and put out outposts for the fall building trade. This is more particularly true of any probable large-sized orders, for it is in just such desirable orders that jobber's delays are most likely to arise, owing to their very size and the presence of many of them coming in simultaneously. Persistence, combined with the logical explanation of the advantages of early ordering, will frequently accomplish the desired result with the builder.

Each season sees new wrinkles, new devices and new sources of profits in the building game and on all of these the dealer should post himself before the season commences instead of discovering them through a series of errors which are of no use to him until the next building season, by which time they may be replaced by still newer ideas.

Buildings are mostly far enough along by this time so that the quantity of finishing paints, varnishes, etc., and all varieties of finishing hardware required can be estimated and ordered now. The one item of glass and putty alone offers a wide field to the one who will get out and hunt for new business and the time to prepare for it and to get it is now, when it is just beginning to loom up on the horizon.

MIXED FARMING IN THE WEST

WRITING from Calgary, Alta., a Hardware and Metal representative says: the crop prospects in Southern Alberta this season are not as good as usual. The scarcity of rain over a large section has done considerable damage. However, during the last three weeks there have been frequent showers and a marked improvement has been made.

In the Northern and Middle section of the province there has been abundance of moisture and crops are in excellent condition. In fact they have not looked better for a number of years. Taking the province as a whole, the harvest will not be a bumper one, but promises a fair average. Of course, every one desires a big crop, but there are many who think that a bumper would not be an undivided blessing.

Through the greater part of the province there has been a marked change in farming methods during the past two years, and grain raising has very largely given place to mixed farming. At one little town north of Calgary, from which a large amount of grain used to be shipped in former years, last season there were only about two carloads sent out. At other places the changes are not nearly as marked. It is not that the farmers in those sections are not growing large quantities of grain, but the great bulk of it is fed to cattle and hogs.

Old residents of the West say that two or three times in its history farmers have drifted away from grain raising, but just when they would get nicely started, along would come a bumper crop, with good prices, when there would be a rush back to the old method of raising grain almost exclusively. It is to be hoped the farmers have now learned their lesson, and that mixed farming has come to stay.

STORE CO-OPERATION

PRACTICALLY all hardwaremen are intensely interested in and hopeful for a better spirit of co-operation amongst the various units of their trade. The tendency, however, is to think in a rut on this matter by laying all the emphasis on the necessity of individual stores to unite, in a local association, and later for the local associations to unite into provincial ones, the latter eventually to make a national one.

Any movement must originate within its prospective membership to attain a healthy growth. Men and movements must grow up themselves, not be jerked up by others. The analogy is comparable to the business that boosts for co-operation and is keen on it for general practice, but that neglects such practice in the conduct of its own affairs.

It is more often a matter of being unable "to see ourselves as others see us" rather than deliberate neglect that causes a merchant to condemn in the trade as a whole, the very lack that his own business suffers from.

The lamentable working at cross purposes that occurs in many stores is a tragedy. Here, money is spent on smart ads. that bring the people in, only to meet with slipshod salesmanship and inferior goods: there, a splendid window trim induces customers to enter only to find that the trim had used up the entire stock in that line.

The prevalence of these conditions calls for the strict surveillance of all departments by the owner so that each may submerge its own selfish interests for the common good. Each department should look for its reward in the grand annual increase of business and good-will rather than to the passing glory of one day's increased sales or some little favorable comment as the result of some action that entailed a sacrifice of another department to accomplish its own flashy results.

Going deeper, the same thing is true of the men who make up the force of a department. Each one is apt, out of his selfishness, to do those things and to comport himself so that he may receive notice for an hour rather than that the department gain for a year. The thing is true and the remedy is as applicable to the largest department store as to the one-man country hardware. It is not splitting hairs to say that the individual must co-operate with himself. His business will do better by him if he makes his policy in nails fit in with that in some profitable specialty. A lack of attention to nails because they are not profitable, will lose possible customers for the more profitable lines.

The need is urgent and the opportunity ample for a thousand would-be efficiency men to start now to clean up at home first.

INSTRUCT THE SALESMAN

LEARNING and knowing the goods is not all there is to the game of salesmanship. It takes the individual skill and initiative to know how to handle the different kinds of customers who visit the store. The salesman must know the goods, be polite, be cheerful, and back of it he must have a will of his own and a spark of aggressiveness which will give him a compelling power to induce customers to buy. Proprietors can do a great deal towards making competent salesmen of their employees. A little time spent each week in instructing the salesman in the art of handling customers will be time well spent and will result in many sales being made which might otherwise be lost.

EDITORIAL BRIEFS

ARE YOU ROPING in the binder twine trade?

* * *

HARVEST MITTS, ROPE and binder twine should be well displayed at this season.

* * *

KEEP YOUR STORE up-to-date. There is a sense in which nothing prospers like the appearance of prosperity.

* * *

ELECTRICAL APPLIANCES are growing in popularity and many sales are being made. Are you securing your share of this trade?

* * *

THE WORST FAULT to be found with some dealers is that they do not recognize the necessity of making special efforts to feature staple lines.

* * *

THE MAN AT THE head of a business should know how to keep the man responsible for the various departments of his business "out of the ditch."

* * *

BECAUSE YOUR DEBTOR has successfully avoided you at the end of one month is no reason why he should be given to the end of the following month to pay up.

* * *

GET RIGHT WITH yourself and other people will have to. Men and events will be yours to dictate to and the world will be your football. Be honest with yourself in as far as it is possible for a prejudiced human being to do so. Remember that although the man who deceives others is only a villian; the man who deceives himself is a fool. Face your frailities. Correct your crimes—both of ommission and commission, large or small. Be a sport, acknowledge past errors and guard against future ones.



What Other Hardwaremen Do

Trade-Getters and Customer-Holders in Use From Coast to Coast—Model Show Room — New Application of Old Idea — Important Emphasis—New Ads. and Selling Points—Rip Van Winkle and Twentieth Century.

Builders' Hardware Room.

THE Toronto Hardware Company has a special room in the rear of the store that is devoted to builders' hardware. It is well finished in a rich wood, that shows off to good advantage the good appearance of interior hardware furnishings. The walls are of glass, so that the stock may be seen from the body of the store, although it is necessary to go inside for a close examination. The goods are shown on open shelves, and also in handsome cabinets.

An air of cosiness is given the room by the presence of a nice flat-topped desk and a couple of chairs, so that the salesman and customer may sit down at their ease, surrounded by a good display, and figure out specifications, etc.

Keys in a Guessing Contest.

Abraham Bay, of Pelly, Sask., addresses his trade in part, as follows:—

"Our proposition is this—we are distributing a box of keys, one of which will open a Yale lock in our store hanging on a Hoosier kitchen cabinet, and the holder of the right key wins the handsome prize.

"You are entitled to one key with every two-dollar cash purchase, four-dollar cash purchase two keys, and so on up; also one key given with every $10 paid on account.

"This contest is for the purpose of introducing ourselves to those who are not our regular customers and to show our appreciation of those we have had the pleasure of serving.

"A prize of $5 will be given to the person holding most keys."

Important Emphasis.

Houghton's Hardware, of Parkhill, Ont., lays especial emphasis on the triology of Courtesy, Service and Quality extended to customers at their store.

They apparently consider that these qualities, which are supposed to be embodied in any store policy, are of sufficient rarity to advertise by any store that really has them. That the customer expects these features is an accepted fact; that he does not always get them is well known; hence the presence of them is worthy of mention.

Sporting Goods Ad.

The High River Hardware Co., of High River, Alta., gets out an attractive ad. that includes cuts of several first-class fishing scenes under the heading: "Get Ready." Under a large type statement to the effect that the season opened July 1st is a priced list of fishing tackle.

The cuts were taken from a good quality of picture that stands out well in the ad., and the general effect is one that seems to invite the reader to get near the water with a rod in his hand.

Things This Won't Do.

A. H. Murray, of St. John's, Newfoundland, enumerates all the troubles of an oil engine as being among the things that the oil he offers will not be guilty of. The importance of such negative suggestions may be readily recognized when one begins to enumerate the reasons for the stopping of engines. Dirty and inferior oil probably heads the list of the trouble makers for the engineer, and an oil that is guaranteed to do away with some of the chief causes of trouble is bound to sell if the idea is properly driven home.

A Clincher.

W. F. Dibblee & Son, Woodstock, Ont., devote all their space in a recent issue to a complete description of a certain article, and then wind up with the final argument—"Only sold by W. F. Dibblee & Son."

The latter statement is not a new one in itself, but it is rarely seen as here combined with a rousing description of the article offered and then offered as a super-climax.

Rip Van Winkle Again.

Another Ontario hardware dealer makes a doubtful claim to fame by advertising in July that he has paints for the spring painting. The moral is obvious, even to him if he should read this.

It was only a short time ago that we called attention to a like offence against the tenets of good advertising.

Adapting to Circumstances.

D. Mackey, of Dunnville, Ont., under his paint ad., and P. C. Peck, of Minden, Ont., under his fence ad., both make the announcement that they will pay highest prices, or trade for wool, butter, eggs, and all kinds of produce. A large number of country merchants take those staples in exchange, but too few advertise the fact. The country woman will take her eggs to the man who offers the most for them and does it the oftenest, and she will turn around and buy a churn with her egg money. She may not know the latter, but she knows eggs, and the man who talks eggs can sell her churns.

Wheels Within Wheels.

J. Preeter, of Zurich, Ont., runs a very unique ad., in that it is a newspaper within a newspaper. It occupies two full columns of the first page of his local paper under the following heading:

PREETER'S NEWS.

No. 11—Published every two weeks—Price gratis.

A Little Paper Devoted to News Usually Heard and Seen Around a General and Hardware Store.

Then follows a particularized account of his goods, with special emphasis on any distinctive qualities. At the foot is the significant statement in heavy black type: "Produce Always Taken."

Cultivating Initiative.

The A. W. Moore Hardware Co., of St. Catharines, Ont., seeks to cultivate initiative in its employees by deliberately

(Continued on page 45.)

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada

THE subject of our sketch, E. H. Grenfell, is one of those men to whose warming-up influence the ordinary person just naturally has to succumb. He has always a snatch of song with which to cheer himself, or a jest to pass along to someone else, and a laugh that is ready and infectious, and a sure cure for the blues.

"Grandpa" Grenfell was born in Cornwall when he was very young—we will not say how long ago, but sufficiently long to qualify for the prefix of "Grandpa" by which he is so well and favorably known by his confreres on the road. He says that it was between fifty and eighty years ago, but it seems impossible that he could have learned so much of stoves and tinware in so short a time.

Reared as he has been in the vicinity of the Cornish tin mines, his ideas naturally turned in the direction of mining ventures, and while still a lad he came to Canada, to assist in developing the copper properties at Bruce Mines. He found this task not sufficiently remunerative, and after a short time spent there, turned to salesmanship. His first experience in this line was in selling stoves for the James Stewart Company, of Hamilton, but for long over thirty years, he has occupied a similar position with the McClary Company, of London, covering various territories in their interests, but more particularly that part of Ontario known as the Western Peninsula, in which he has a very large number of warm friends, which claim, in a lesser degree, may be said to apply to the whole Dominion.

It is very hard, nay it is impossible to get "Grandpa" to talk about himself to his own glorification. He will recount errors—but hits, never. Hence, the task of compiling his biography has been one long and arduous pursuit of his friends for the valuable facts of his life that were in their possession.

He admits that, as a youth, he twice offered himself to his country as an applicant for the Queen's shilling, but was refused on account of his lack of height. Had he been accepted it is quite possible that the achievements of "Bobs" and Kitchener would have suffered in consequence, for it is a certainty that to any man who knows stoves and enamelware as he does, the sizing up of the British Army would have proved but a mere detail. And any man who knows human nature well enough to make the quality of salesman that he is, could not but have helped to make a leader of men.

Fond of a joke, he has been the victim of many. It is said of him, when first commencing on the road, and not being familiar with trade terms, he was asked



E. H. GRENFEL.

for pits (meaning the price of copper pits) and replied promptly, "Fine, saw him this morning."

On another occasion, whilst asleep in the car (and presumably snoring) some mean man surreptitiously removed his teeth, painlessly and without the aid of a dentist.

But do you think any of the boys could put him on his back? Not much! Grandpa came from Cornwall, that county famous alike for tin and wrestlers and he can still slap the shoulders of the best of them on the mat.

Even his misfortunes are a joke. It is said of him, (and mind, this story is not vouched for) that upon his arrival in this strange land, whilst the burr of Cornwall still stuck to his tongue, that he made unfortunate acquaintance with a porcupine to the sad point of having several of the barbed quills of said animal run into his hand.

In recounting the adventure at the moment of greatest pain and excitement, he said: "Damme, never zee such hair on cat nor dog, her's got feathers on him like a gad, yon." For the benefit of the unitiated, it might be added that a gad is a sharp pointed mining tool.

To get back to our bacon, he is never completely happy except when on the road, pushing his stoves, enamelware and tinware. They say that it gives him positive pain to see the goods mishandled either in the selling or the use of them. His knowledge of their points is positively uncanny and as previously hinted, it is to be surmised that he, walked the earth for centuries in other incarnations, getting stove dope.

Be that as it may, he is, in the opinion of stove men, be they competitors or customers, the grand old man of heating in Ontario. He will not like this nor will his innate modesty allow him to appreciate any thing of a laudatory nature said about him. Nevertheless, this is a free country and as citizens of it, his friends have the right to eulogize one whom all unite in hoping may be spared for many years to come to call on the stove trade of Canada.

It is to be hoped that he will continue for many years his happy task of disbursing his hard-garnered information to a thirsting world as he goes down this broad highway. Unhappy off the road, may he long continue to shed radiance on it by his beaming smile, his ready wit and cheery voice.

If this were only a banquet instead of a biography, it could only be fittingly concluded by all standing as they sang "For he's a jolly good fellow."

The Problems of the Small Retail Dealer

One Bad Feature in Retailing is the Danger of Overstocking—When to Take Losses—Taking Cash Discounts—Watching the Trade Papers—Importance of Advertising.

EVERY retail merchant, whether he be located in the largest town or the smallest hamlet, is confronted with business problems. Many of the problems require close study, and are only solved after much experience and expense. At the recent Ad Club Convention held at Toronto the problems of the small retail dealer were discussed, and the chief speaker on the subject, Henry R. Young, of Columbus, Ohio, opened his address by quoting the statement of Bradstreets that there were more merchants who failed because of incompetency than because of lack of capital—a statement which he believed was considered correct by every business man who had given much thought to the subject.

"Incompetency," said Mr. Young, "in retailing covers a multitude of sins, but the worst is generally conceded to be that of over-buying. Statistics prove that many failures during 1913 in the United States and Canada were due to this fault.

"Months before the selling season starts, many injudicious merchants are persuaded by the smooth, experienced salesman into believing that his particular line of goods is going to sell like hot cakes. Frequently the merchant feels that he is induced to place an order on account of other relations with the firm.

"Frequently the styles in wearing apparel and novelties change in color, cut or shape before the retail season is fully opened. By this time the manufacturer has sprung something new, hence the retailer, in order to keep his stock up-to-date and hold the trade, is forced to heavily re-order, and is also compelled to sacrifice the greater part of his earlier purchases at a loss, in order to secure the money necessary for the second purchase.

"If the retailer of changeable styles would take his previous year's business as a basis when buying for the season and order no more than one-third of his needs, then later on as styles change, buy as his sales require, he will find at the end of the season that he has operated at a profit.

Frequent Turnovers.

"Every stock should be turned at retail from three to twelve times a year (according to the stability of the merchandise). In specifying retail trade it means if the merchant has an average stock through the season of $10,000 at retail selling price, then he should do, if his stock calls for a four times a year turn—a $40,000 business.

Take Necessary Losses.

"Even when the injudicious retailers discover that they have purchased unwisely, they are slow, or sometimes lack the nerve, to take what sooner or later must become a necessary loss. The successful retailers, big and small, act quickly in turning stock, thereby getting the cash to buy what the trade is demanding.

"Another big financial error many small retailers make is their failure to take cash discounts. Few realize what



An exceptionally well-balanced refrigerator advertisement by The Baxter Hardware Co., Windsor, Ont. The ad. occupied only a small space but was very effective.

a high price they pay for the privilege of taking full time on their invoices. For instance 1 per cent. in 10 days on a 30-day bill means 12 per cent. per annum. Example: Invoice $1,000, 30 days net, 1 per cent. cash in 10 days. If the merchant pays in 10 days he receives 10c cash discount which in effect is the interest the wholesale house pays him for the use of the $1,000 for the twenty days unexpired time. This is at the rate of 18 per cent. per annum.

"The value of discounting one's bills does not only lie in the amount thus saved. The prestige which comes with gaining a reputation as a firm who discount their bills is worth a great deal.

First Cost Not Whole Cost.

"Some retailers neglect to figure selling or overhead expenses on top of the first cost. Example: If a retailer is doing a gross business of $50,000 a year at an expense of $10,000, then he is doing business at a cost of 20 per cent. of his gross sales. If he pays $1 a yard for goods, he must sell at $1.25 to recover his net cost and the retailer who figures otherwise is a loser.

"I know a lot of small retailers who are laboring under the false impression that they must personally do so-called chores about the store, work which a ten-dollar-a-week clerk might be instructed to do. These merchants had far better be taxing their brains, estimating with care possible sales, making sure that expenses are reasonable and generally looking to a profit-making stock turn.

Importance of Show Window.

"I have known retailers to let window displays stand from one to four weeks until the goods become dusty and fly-specked. The retailer who is neglecting his windows should stop and do a little figuring and he will discover that he would not agree to pay $3,000 for $10,000 storeroom without windows, and consequently he must be paying about $7,000 a year for his display—it is commercial suicide to neglect this.

"Again, many retailers change their show window displays during the busiest hours of the day, when the streets are crowded with shoppers, while the rightly conducted store engages experienced window trimmers to make these changes over night, having the displays ready for business in the morning. Changing show window displays during shopping hours is much like taking the highest-priced salespeople off duty when the store is full of customers.

Watch Trade Papers.

"Of course I realize that many stores are not large enough to justify the engaging of an experienced window trimmer. In these cases, I would suggest the proprietor or manager giving this work personal attention. If he watches the trade papers in his particular line, he will secure many valuable ideas of how to display successfully his merchandise.

Advertising Important.

"Out of 11,143 small retailers in the United States who closed their doors in 1913, it is claimed over half of them did not realize the necessity of proper advertising and many of those who did were at times careless in the preparation of their copy, and they scattered their appropriation by going into every publication, program or scheme presented, thus

destroying the possible and profitable effects.

"Some small retailers advertise just because their competitors do—considering it a necessary evil. They buy space and prepare copy with just about as much pleasure as a child takes castor oil. It seems drudgery for them to furnish copy or even make suggestions to the advertising solicitor, who, I believe in many cases, would gladly assist in preparation of copy if requested to do so. Why, some retailers when called upon for copy (according to contract) look in disgust, saying "I have been busy buying goods, taking care of correspondence; I haven't had time to write an ad., I have so many other things more important to do." The result is the solicitor finally gets an order to repeat any old ad., and possibly a slurring remark, "I may as well throw my money in the sewer," yet these selfsame merchants wonder why advertising doesn't always pay.

"Advertising under such adverse circumstances cannot possibly produce a satisfactory measure of results for any merchant, be he large or small.

"The big, successful store is simply a result of organization made possible by concentration of capital, backed up by good and continuous advertising. The large successful merchant not only buys advertising judiciously, but engages the best talent to prepare the right copy about the right merchandise at the right time.

Nationally Advertised Brands.

"The competent, experienced merchant whether large or small is also shrewd in taking advantage of the advertising done by manufacturers of trade marked goods. He makes attractive show window and interior display, especially at the time certain trade marked goods are to be advertised in the newspapers or magazines. He also calls attention in his own advertising that his store sells nationally advertised articles. The incompetent or thoughtless merchant not only overlooks these opportunities but goes so far as to offer patrons a substitute, thereby losing all the effects of a national advertising campaign.

"The merchants who are overlooking nationally advertised trade marked goods possibly don't know their value. Recently capitalists who tried to purchase the Walk-Over shoe factory, appraised the trade marked name "Walk-Over," at $5,000,000. Coco Cola Co. places a value of $5,000,000 upon its trade marked name, while the National Biscuit Co., estimates the value of the word "Uneeda" at more than a million dollars for each letter in the word.

Harmony in Organization.

The competent merchant and his sales organization work in harmony. Every salesperson is informed of what has or is going to be advertised, and how properly to present the goods to the shopper. Nine times out of ten the incompetent merchant even fails to notify the sales people about the advertising."

The Discussion.

Immediately after Mr. Young's address a discussion took place in which a few present took exception to some portions of the address.

FROM NEW ZEALAND.

Hamilton, N.S., 5 June, '14.
MacLean Publishing Co.,
Publishers,
"Hardware and Metal,"
Toronto, Canada.

Gentlemen, — Herewith I have pleasure in handing you Post Office order for 16/8 in payment of "Hardware and Metal" for the year ended December 31st, 1913. As you will observe from the enclosed circular the ironmongery business of "Gruar, Morton, Sample, Limited," has been sold to the "Hardware & Metal Stores Limited" as from the 1st December last.

I have arranged with the successors of this Company that they will continue their subscription to your journal as from the 1st January of 1914 and will accept all responsibility for payment as from that date.

I have found "Hardware and Metal" even in this distant Dominion a most useful publication and I wish it every success.

Yours faithfully,
Gruar, Horton, Sample, Ltd.,
WM. GRUAR,
Governing Direct.

One merchant took exception to what Mr. Young had said regarding the proper time to dress the show window. The merchant stated that he believed the best time to dress a window was when people were passing, as any moving object in a window always attracted considerable attention. The merchant stated that on several occasions he had watched to see results when a window trimmer was in the window during business hours, and he felt satisfied that a great many people had been attracted by the activities of the window trimmer.

Another merchant located in an American city asked some pointed questions. He said that in 1913 he expended three thousand dollars in newspaper advertising. He did a good business that year, but he could not say where he had secured any extra business on account of his newspaper campaign. This year he has not spent any money on newspaper advertising, and up-to-date this year he has done more business than he did during the corresponding period of last year, when his advertising appropriation was extremely heavy. He asked Mr. Young if he could explain the reason for such a peculiar situation. Mr. Young explained that advertising did not jerk—it pulled, and the merchant is now getting returns from last year's advertising. Mr. Young also explained that a big advertising appropriation could be injudiciously expended in mediums that do not reach the right class of readers. Poor copy is also another reason for some campaigns falling flat. He also explained that when a merchant starts an advertising campaign he must have the merchandise and the service to back up his advertisements. All departments must work in harmony if satisfactory returns are desired.

BUILDERS' HARDWARE ROOM.

(Continued from page 42.)

refusing to decide questions of store policy that in its opinion should come within the scope of the employees. The aim is to create a resourceful staff, the individual members of which will each shoulder his own troubles instead of piling them on a management that may have other matters of greater import to settle. The material result appears to be a model store.

A New Movement.

Hardwaremen in general appear to be taking new interest in the old questions of price-cutting and the extension of immense credits, so that it is not too much to prophesy that a new era is dawning—one that will eventually see these evils disappear.

They have been carried to excess in many places, and it behoves Canadian hardware men to heed the gratuitous warning.

Builders' Hardware Window.

Garner Bros., of Niagara Falls South, Ont., get some of their most artistic and selling effects in their windows in builders' hardware and specialty lines which have a rich appearance on the proper background.

The brass and glass hardware of the builders' lines, phonographs, and electrical supplies are all peculiarly fitted for window trims, and they use them to advantage.

Present-day Problems in Builders' Hardware

Builders' Hardware Dealer Should Get Orders Early in Season—Pressing Necessity of Customers' Education in Artistic Ideas—Specialty Lines the Most Advantageous for Quiet Times.

"WHAT would I do at this season if I was still in business?" repeated the old dealer after me.

"Why, I'd pile right on to the builder's end; in fact, I'd have started long ago and I'd feature it on every occasion during the dog days. It's a good line right now, but it'll be a better one a little later on in the fall, when the contractors get to slapping in doorknobs, locks, hinges, transoms, and so forth. The contract for the hardware for just one house makes a nice little bill, and each house that is outfitted adds just that much more to a man's stock of profit and information."

"What do you mean by 'piling on to the builder's hardware?' Just what did you have in mind?" I asked.

He laughed. "All good selling and advertising schemes in general, son, and one in particular that is very frequently overlooked by those who should know better."

"What's that?"

"Just this, the requirements of every room and every house may differ, so that to carry a stock that offers a liberal selection is an impossibility for the average dealer. Failing such a large stock, he hasn't a decent variety to offer the builder who comes in a great hurry for a bill of goods. But, making the best of a bad job, he offers what he has, and the builder, knowing that he can do no better in the other stores, takes it. The consequence is that after a deal of window carving, spoiling of frames and marring of doors, they kill the appearance of a room that is done up in light colors by placing in it hardware that is meant for some rich-looking dark interior. Result—a dissatisfied buyer; lesson—none, for they both do the same thing next year. The builder will again put off until the last moment the ordering of his goods and the dealer will stay in his store and wait for the order. I always used to plan to get out and sandbag the builders for their orders as soon as they had their plans. A moment's reflection will convince you that it's the only sane thing to do. An architect or contractor, once the owner decides to go ahead with the plans, can as easily determine the amount and order the builder's hardware as he can the brick. It's all nonsense for them to do otherwise, and it's the bounden duty of our dealers to educate them up to it. They can't carry a stock sufficient to fill unexpected orders and they want to give good service, so it's a case of making a jobber's order out of every bill that comes in."

"Another thing that the dealer should get busy on is the education of his trade along aesthetic lines."

"Don't laugh," he said to me as he caught my grin.

"People who are building houses engage high-priced architects to lay that house out, not only on practical, but on artistic lines. Now, why in the name of all that's wonderful should a man plan an expensive and artistic house, with rooms of different size, light, and of use, and then deliberately turn round and do as a man I know up in St. John's did. This fellow used to live in British Columbia and was used to bungalows; so what did he do but put hammered brass hardware all through his new cold climate house. It's a mighty nice line in its place, such as summer houses and certain rooms, but the effect was awful here. I wouldn't have considered anything but glass in some of those rooms, and some of them wanted a dark gunmetal finish so bad they almost talked."

I had my man going now and just sat back, afraid to breathe for fear of disturbing the golden flow.

He continued: "Another thing that appears to be making trouble for some of the boys is the shading of prices. That was not so in my day, but they tell me that profits are down to bed-rock now and that owing to the ignorance of the buyers, the lowest price article is often the one that sells. Something should be done about that last to protect both the dealer and the customer. The manufacturers are getting out so many alloys that the only safeguard appears to be in the stamping of brass goods just as is done in the case of silver. The manufacturers of the superior lines would do well to do this; it would corroborate the retailer's argument when he tells the customer that he has to ask the higher price because he sells the superior article."

"It's funny what people will do to make an apparent saving. They'll put a good honest lock in front for the looks of it and then make up the difference on the back door, which is so fitted that a sick kitten with a hair-pin could pick the lock. It's all a case of educating the consumer to more practical and also more artistic ideas. Just think what it means to a house to have every room of it furnished in taste. It's worth the trouble of convincing the owner just to see the result afterwards. Also, the artistic lines run into a little more money, too. Hand-chased goods are very beautiful and the extra cost of installing them in an ordinary house does not exceed twenty-five dollars. The increasing use of glass hardware adds another string to the dealer's bow. The idea is to treat every room as a separate problem and do a work of art in each. Study the later use of the room, shape, size, lighting, etc., and outfit it accordingly."

"Of course, I'm a has-been and perhaps I shouldn't be standing up here on my hind legs talking like the incarnation of wisdom; but, somehow, I just can't help but take an interest in all that the boys are doing. They're such a darned decent bunch and keep me so well posted on what's what in the trade that I have managed to keep up fairly well with the trend of events. Hardly a week goes by that I don't hear from one of them telling me of a good month he's had or a new line he's taken on."

"They all tell me that it's the specialties that pay the profits, just as they did in my time. However, the specialties of my time are the staples of to-day, and so it must always be. Mighty good reason that for a man to make hay while the sun shines. These glass lines in builder's hardware appear to have all other lines on the run for popularity, and I hear a good deal about glass rush plates and knobs and French lever handles going into a class of houses that used to use porcelain and plain metals. One of my old friends who is now in Victoria is very enthusiastic about a combination refrigerator and dumb waiter that he is putting into a lot of new houses. All of the boys are shouting for shutter workers, sash balances, concealed transom operators and other small specialties. I always found that it was during these quiet times that it paid to shove these little extras. I remember once I——"

"Good Lord, it's three o'clock, and I promised to take my boy's kids out to the circus."

He had taken his hat off early in the conversation and it lay beside me as he made a dash for the street car. I shouted to him and held the hat up. He shook his head and grinned sheepishly, but I could not make out what he said beyond an unintelligible something about "——kids—late—crying." And in a moment the car had carried him around the corner and out of my sight.

The Manufacture of Gas Mantles

Written for Hardware and Metal by J. H. Ladd, of Hamilton Gas Mantle Co., Hamilton, Ont.

THE manufacture of incandescent gas mantles is practically a new industry in Canada. Heretofore dealers and consumers have had to rely chiefly upon foreign makes, upon which there is a duty of 30 per cent. The retail proceeds from the sale of gas mantles in Canada amounts to upwards of $1,000,000 per annum, and it is said that the consumption of gas mantles in Canada foots up to five million mantles per annum. At the request of an editorial representative of Hardware and Metal, who recently visited and inspected our plant, I will endeavor to impart to the readers of Hardware and Metal some information regarding the interesting process of manufacture through which the mantles pass.

For many years after the introduction of the incandescent gas mantle by Dr. Aur, of Welsbach, Austria, the foundation or knitted fabric of the mantle was made from cotton, and is still largely employed by some manufacturers, but since the machinery for the treatment of the ramie fibre (a grass which is grown in India) has been perfected, the ramie has superseded the cotton in the factories of Great Britain and Germany, this fibre having been found far superior for mantle making, due to its long fibre and consequent regularity in spinning.

The first process in the mantle factory is the knitting of the ramie yarn by special machines, which makes it into tubular form of about thirty yards in length, the width being regulated by the number of needles employed on the machines.

The fabric as it comes from the knitting machines is submitted to a bath of certain acids in order to eliminate all impurities, natural or otherwise; it must be rendered chemically pure before treatment with the nitrates forming the composition of the finished mantle.

After careful drying of the washed web, it is impregnated with nitrates.

Following the impregnation, the web is dried by a blast of hot air, after which it is cut and sewn on machines, according to the various designs of mantles required. The sewn webs are then submitted to the action of high pressure gas for the purpose of burning out the ramie fibre, thus leaving the ash only of the nitrates now converted into a metallic oxide. This is again submitted to a high pressure flame, which shapes and hardens the mantle. The mantles are then dipped in a solution of collodion, forming a stiff coating, and which prevents breakage in transportation.



Testing machines in Gas Mantle factory.

THE M.I.A.

The Mutual Improvement Association is a society that Hardware and Metal readers are cordially invited to join. It is here and now fathered in Sincerity out of Good-will for the purpose that the name implies, the improvement of one and all. Individual members may help themselves by constantly watching for small errors, hasty speech, careless work in sweeping or in selling. And they may help us all by keeping in touch with Hardware and Metal, suggesting new topics for discussion, and by criticizing or praising the old.

CHECKING STATISTICS.

IN a recent investigation of nail retailing, the results of which appeared recently in Hardware and Metal, the investigator gave a rating of 100 per cent. to only one store of thirteen visited. A few days afterward the same man investigated paint retailing, and the outstanding feature of his report was the very poor account he gave of a certain dealer. Now, this investigator was totally ignorant of the local trade, and had never before heard the names of the men he called upon. But when he came to check up he found that the 100 per cent. firm, although not doing the largest business in the city, for they are located on the outskirts, bore the reputation of being the most wide awake in the city, and, incidentally, the members of it are rated as wealthy men, and last, but not least, gentlemen in every sense of the word.

On the other hand, the paint man was found to be one who was looked upon as a hopeless case as a business man by the jobbers and the trade generally, even to the extent of not being able to get an order filled unless it should be accompanied by the cash.

Could any better argument be advanced in support of the self-improvement than Hardware and Metal is constantly advancing? This is in every detail an absolutely authentic case in which an average man reached the same opinion about two stores that represented extremes of management as the consensus of trade opinion had already arrived at. It goes to show that the retailer who is satisfied with a store and methods that the trade journal and the practice of his friends in the trade condemns as archaic would do well to heed the still small voice and—get busy!

SIGN OF 1915. SPRING.

The fishing tackle traveler, who might be almost termed the robin of the hardware trade, has made his appearance in Montreal, and is about the first sign of spring business. Mr. Reed, of Horrocks, Ibbotson Co., Utica, N.Y., is the first of the men out with the fish tempters. R. E. Bass, of the Williams Stove Lining Co., Taunton, Mass., and F. Clive Hatch, representing the Martin Mfg. Co., of Whitby, Ont., were in Montreal during the week.

Merchandising Methods and Specialty Lines

General Description of One of Niagara Falls Stores — Heavy Sales of Electric and Other Specialties in Midst of Electric Store Competition—Description of Excellent Window.

An authorized interview by a Hardware and Metal representative with W. D. Garner, of Garner Bros., Niagara Falls South, Ont.

I HAVE been in business here since 1884, long enough to have learnt that some lines that were profitable then are no longer desirable, and that others that were undreamed of then are now among the hardware dealer's most profitable ones.

We rather pride ourselves on the appearance of this store, and a brief description of the general scheme of it might not be amiss. The store itself is almost square, so that the customer, upon his first entrance, can get as good an idea of the stock in the rear as that at the front of the store. The first thing that meets his eye is a handsome showcase that is used for the display of cutlery, scissors, and other showy goods. The front of the store is so well lighted that considerable care is exercised to show there only those things that invite the light of day and show off to the best advantage in a bright light. The store itself is devoted to hardware stocks exclusively, and other lines are kept elsewhere. We use fancy lockers for shelves and all the other modern adjuncts that go to help out a store's appearance.

The bulk oils, turpentine, etc., are stored in a special building at the rear. In this connection I might say that we carry several varieties of special automobile oils that offer a good profit and a ready sale. The small lots of oils, varnishes, and paints are stored upstairs with the granite aluminum and wooden ware.

In the warehouse at the rear are bulky and heavy lines, such as bar iron, nails, poultry netting, pipe and fittings, beaver board, etc. Firebrick, tile and other non-perishable goods are piled in the yard, and the whole stock is so situated and piled as to render the handling of it economical.

We consider our electric goods department one of the most profitable features of our business. This may appear strange, in view of the fact that we lie in the cheap power district, which is overrun with electric specialty stores, but it is none the less true. We eschew jobs and contracts and centre our work on the sale of the goods themselves. We do this to such good effect that our electric store competitors often come to us for a good part of their orders. A specialty business should always be a side line in a small town, so that the hardware man usually has the advantage over the man who carries one line to the exclusion of all others. I presume that this also applies to other lines, such as auto accessories, etc. At any rate, our electric fixtures make a splendid side line. The investment of our stock is not large, the overhead charge for adding another line to a working business is nil, and the same clerk hire, rent and light covers the increased business that occurs under the same roof. I cannot speak too highly of this line, which in our particular case embraces all sizes and varieties of house wire, all sizes tungsten and carbon lamps, switches, tubes, knobs, drop cords, fans and out-and-out specialties; in fact, a full line of both electric supplies and specialties.

Our chief pride is our windows, for we have good ones, and it is our aim to put first-class displays in them. The present one might safely be called a good example of our practice in this respect. It is almost a straight builders hardware window, and is laid out with a Yale cabinet for a background on a floor that is covered with cheese cloth that is artistically puffed and draped so as to give soft lines to the whole. A handsome phonograph (another of our specialty lines) stands on either side of the cabinet. In front of these three pieces and at proper intervals are draw knives, keyhole and carpenter saws, door knobs, locks, etc. Encircling the whole is a continuous chain of gunmetal and brass hinges and fixtures of various kinds. The delightful contrast offered by these metals against the soft sheen of the cheese cloth is very catching, and this is particularly so in the case of the gunmetal. The whole effect is aided by the presence of a large number of electric lamps overhead and on the wall, among which are a couple of special window display lamps that materially assist any window trim.

There is no doubt that hardwaremen are constantly going in for new expenditures in such lines as these lamps and other modern selling aids. Things change so rapidly, old ideas going and new ones coming, that he who fails to grasp the opportunities offered by the use of new store conveniences and the sale of the specialty hardware lines that are peculiarly adapted to the hardware trade is passing up golden opportunities.

WESTERN NOTES.

The Tourtellot Hardware Co., Port Arthur, will shortly double the size of their store.

The Fife Hardware Co., Fort William, will shortly open a retail store at Fort Francis, Ont.

The Little Current branch of the Cochrane Hardware Co. has been purchased by the manager, W. H. Hawkins.

Roy Abbott, clerk in the Soo Hardware Co.'s store, Sault Ste. Marie, has gone to Kingston for his vacation.

Charles Ferguson, a traveler for the Cochrane Hardware Co., Sudbury, has severed his connection with that firm.

Graham & Graham, dealers in sporting goods, Sault Ste. Marie, will shortly go more extensively into the automobile accessories business.

P. Knibbs, who has been with the Fort William Hardware Co. for two years, has started business as a plumber in partnership with A. W. Gough, Brown street, West Fort William.

The James Purvis Co., Sudbury, are removing the front of their store, built by the Hudson's Bay Co., 25 years ago, and are replacing it with a modern front, with two large display windows.

E. H. Barnes & Co., sanitary engineers, 344 Queen St., Sault Ste. Marie, will shortly move into larger premises and will instal one of the finest displays of plumbing goods in Western Ontario.

Among the stove travelers who recently called at Sault Ste. Marie were Jack Findley of Findlay Bros., Carleton Place, and Charles Connors of the Beach Foundry Co., Ottawa. The latter has gone on to Winnipeg.

The Cochrane Hardware Co. have prepared plans for the enlargement of their Sudbury store. When completed, there will be seven display windows, instead of three as at present. There will be three floors, served by an electric elevator.

Colville & McLaughlin, who succeeded W. G. Colville, Fort William, have opened up for business at 111½ May street, South. Geo. P. McLaughlin was with Gerry Bros., Fort William, for nine years. Gorden R. Colville is a son of W. G. Colville, now traveling for the Marshall-Wells Co. He was previously with H. H. Otton & Son, Barrie, Moore & Brown, Sault Ste. Marie, and Wood, Vallance & Co., Hamilton, in their wholesale department. They will specialize in tools and builders' hardware.

Western Observations

By "Winnipegosis."

OF all the lines that hardwaremen find easy to handle on the side, furniture seems to find most favor, especially in smaller towns west of Winnipeg, where the competition of big furniture houses is not felt. Recently I wandered east as far as Sudbury, Ont., and there met a hardware merchant who launched out into the furniture business by a curious accident.

The Sudbury Hardware Co. opened up early this year in a nice new store, and it was their intention to do an exclusive hardware business. A love affair caused them to handle furniture as a side line—because a girl had jilted a youth. This is how it came about.

Shortly after the store opened, a traveler for a furniture concern, almost out of idle curiosity, entered and engaged the proprietor in conversation. A young man who was standing near ventured the remark that he was thinking of marriage, and although the event was yet two months ahead, he would buy his furniture now if the Sudbury Hardware Co. would hold it until required. Never was a new business begun under such happy auspices. The future husband started out to feather his nest, ordered elaborate suites, and concluded by adding many household goods, such as a stove, a washing machine, and utensils.

To prove his good faith he gave the merchant a cheque for $100, and in course of time the furniture arrived, and was stored in the rear of the establishment, pending the tying of the nuptial knot.

But, alas and alack, the fickle woman changed her mind, it is alleged, and the nest would not require feathering. The youth forfeited his deposit, and the hardwareman had sufficient furniture to start a separate department to his business. That is why the Sudbury Hardware Co. is not an exclusive hardware store to-day. John A. Moore, one of the proprietors, informed me that they intend to go more extensively into the furniture business.

A curious thing about the hardware business in Sudbury is the number of new establishments which have sprung from a parent stem. As the population of the town has almost doubled in the last five years, the prospects for new businesses have been good. James Purvis moved into Sudbury twenty-five years ago, coming from Barrie, where he and his brother David had been in business together. The latter is now in business at North Bay.

James saw a future for Sudbury, and opened up in a frame building on Elm Street. Ten years later he purchased the old store of the Hudson's Bay Co. His first clerk was Robert Horne, who also came from Barrie. After being in the Purvis store for six years, Mr. Horne started in business for himself on Elm Street, and has since acquired considerable wealth.

Then came F. R. Ricard and his brother Emile. The former was head clerk, and his brother was the junior. To-day they have their own business on Elm Street, and secure a good part of the French-Canadian trade. They were followed by Lorne Fowler, who stayed six years, and George Winsor, who was with Mr. Purvis for a year and a half. These two are doing business to-day on Cedar Street as Fowler & Winsor.

A similar thing happened in the plumbing end of the business. J. R. Wainwright came from Winnipeg to be foreman of plumbing and tinsmithing. A year ago he opened up for himself on Durham Street, taking the bookkeeper into partnership with him. The latter, Percy Morrison, who started with Mr. Purvis as a boy, has since opened his own plumbing shop, and both he and his former partner are doing well. James Purvis abandoned the plumbing end when his staff opened up in opposition.

YOUR CREDIT.

One of the most common causes of friction between the wholesalers and the trade in Western Canada is the scant courtesy and lack of respect shown by a large proportion of the retailers to their notes and acceptances. The thought of "Thank heaven, I'm rid of that," when a note is signed or a draft accepted, still prevails with a lot of men in business out West to-day. If you find this is exaggerated, ask the next credit man you meet and listen to his language. What is your promise given in writing worth, friend? Do you take any precaution to see that it is carried out, and if you find yourself unable to carry it out, do you get in touch with the man you gave it to before he gets in touch with you? Every time you don't do this, it is recorded against you in some firm's books. The black mark stays there too and it's often referred to, particularly when confidential information is exchanged between one wholesaler and another.

Your credit is good now—keep it good—it's about the most valuable asset you have if you only realized it—it's sometimes worth more than cash in the bank. Of course you can't always "come through" on time—we all know that, but you can always write and tell your man, or phone or call and see him on or before the due date. Give him your spiel and make him an offer before the due date—you'll get better consideration by a long chalk than if he has to find you after that time—he's in a different frame of mind. Sometime you're so "durned" busy selling goods you forget all about it, eh? Your credit mark's going down all the time just the same. Try this little idea—Get a diary—every business man should have one anyway. Every time you sign a note or accept a draft, enter up in your diary seven days before the due date, amount, name, and where payable. You might also find it useful for other stuff too, such as "John Jones promised me payment to-day;" "Alf. Brown gets his wages to-day—he owes me $20.00;" "Insurance on stock lapses in 10 days from to-day," and so on. Get the habit of looking at your diary right after breakfast. There'd be an end to those nasty jarring letters from those "hawk-like" credit men. They do jar sometimes, and they sometimes all come together, don't they?—then the poor salesman gets it in "the neck" on his next visit.

We won't deny that there are a certain number of merchants and painters, whose word is their bond—they'd no more think of letting their paper go back ignored than trying to jump over the moon—their number does not increase at an alarming rate though—but still, as few as they are, it is a pleasure to look at their name on the books and to do business with them—you can read their character by their account—they're not always rich, mind you, but they're always cheerful, and possess an orderly mind and an orderly store and we know they're looking after the selling end of their business too and that they'll make good. They can insist upon and nearly always get the best of terms, prices and consideration from the wholesalers and they deserve it.

Which crowd do you belong to, friend?—Stephens Paint News.

To Sell Cleaners in Canada.

The B. F. Sturtevant Co. of Canada, Ltd., Galt, Ont., intend marketing their vacuum cleaners in Canada. The cleaners are sold extensively in the United States under the name of the Western-Electric-Sturtevant Vacuum Cleaner.

Junior Clerk's Page

THE WASTE OF VALUABLE HUMAN MATERIAL.

Interesting Extracts From the Speech of the President of the Western Union.

I believe many men who fail lose principally through lack of putting their best goods in their show windows. The window itself is of little or no importance; the goods in it, and their arrangement, are of paramount importance. If a man's best goods are not in his show window, how is the world to know that he possesses them?

Business needs to pedigree its forces. It now selects leaders through the application of methods so haphazard that anything like them instantly would be rejected by the foreman of a stock farm in his management of animals. The knowledge at headquarters of the men employed by any of the great corporations is not quite nil, but it is wholly accidental. Hence it is extremely wasteful.

The men under him form the material with which every employer, large or small, must work. Small employers study this material and gain thereby. If they study it aright they cease to be small employers and become great ones.

But the minute they become great ones, under our present system, they lose track of individuals.

If our great employers knew as much about the men at work under them as a good carpenter knows about the boards and timbers which he puts into the building he constructs they would be amazed by the high average of their working rank and file.

The best proof which can be cited of this—and it cannot be doubted—is the fact that corporations do succeed, and that the success of every corporation in America or elsewhere is dependent upon the performance of the average man within the ranks of its employees.

We handle human material in far more slovenly fashion than that in which we handle boards. The lumber dealer goes through his yard and grades his stock. He lays aside the best, the knotless, straight-grained boards, and charges high prices for them. The carpenter who buys them knows them to be good and puts them in important places in the structure which he builds.

No one has ever done this with men and women. The great employer who first discovers how to do it will, in his turn, immediately be magnified and become the greatest of employers. The corporations now are putting loads for 8x8s on 2x4s and breaking them; they are putting loads for 2x4s on 8x8s and wasting them.

In the first case they wonder why there should be disaster, in the second place they wonder why there should not be success.

Such errors are probably more frequent and more lamentable in politics and Government than they are in business, but there are plenty of them in business.

I am inclined to thing that all-enduring Governments have been preserved, not so much by their conspicuous leader, as through the presence in their ranks of unobtrusive small fry truly appreciative of the majority's problems. Dryden, in accounting for the power of England, wrote:

> Time, the elements and some guiding star
> In high cabal have made us what we are.

When great business men begin to take intelligent inventory of their human assets, then will come such progress as we have not known before. But now—

Railroads keep careful records of the coal consumption and oil bills of their various engineers. That sounds like real efficiency. Is it? It is not. It is but a brief step toward it. It is good economics, of course, but it does not reveal to the railroad management the potential master mechanics who are hidden in the locomotive cab.

DETAIL.

Most great successes will be found to have been built upon the foundation of detail, without which no service is substantial. The lack of it would be like omitting to put the drier in paint.

Even most so-called geniuses admit that their great successes are built upon that definition of genius which describes it as an infinite capacity for pains. Even though they have the great idea to work on, it is valueless until it is made workable by a long course of study and painstaking labor by the one who would father it.

One of the biggest men in this country insists that his highest paid officers do a certain amount of apparently unimportant detail work. He maintains that he can get all the men he wants for big jobs, and that the woods are full of men of talent, but that it is getting harder all the time to find men who will properly attend to a lot of trifling matters, any one of which may be insignificant, but the grand total of which may spell success or failure. And even in individual cases it is sometimes found that a mere trifle lost or made success in some particular case. That is why responsible men must be willing to do a junior's work—in order that it may be well done.

There is food for reflection here for the man who considers that he is doing work that is beneath him.

COURAGE.

The courage to go in and try to win when one feels that the case is hopeless is the quality that goes to make success in the world, whether one is leading armies in war or cleaning up a warehouse that everyone else appears to be engaged in filling with excelsior, broken glass and waste paper. Consistent courage will win its way against all odds, if not at once, at least in time. Slowly but surely the effects of it will grow and spread and effect a result that will benefit the one who has practised it according to the quality and the age of it.

CONDITIONS OF IMPORTANCE TO TRADE.

(Continued from page 37.)

tical side acting as a wall against the advancing army, up which they are not able to crawl. Every ten or twelve feet along the furrow holes or pits should be dug so as to trap the worms as they crawl along trying to get out of the furrow. They can then be destroyed by burning straw over them, or saturating them with kerosene and setting fire to the mass.

Current News

Industrial.

London, Ont.—The Ideal Concrete Machine Co., Ltd., is moving from London to Windsor, where they are building a large factory.

Personals.

J. B. Archer, buyer for the A. W. Moore Hardware Co., St. Catharines, met with a painful accident last week when he fell off a ladder.

Change Firm Name.

The corporate name of Freed, Clarke & Co., Ltd., has been changed to that of the Hardware Co. of Toronto, Ltd. The firm is located at Toronto.

Dominion Incorporation.

The Arnprior Felt Co., Ltd., capitalized at $50,000, head office, Arnprior, Ont., to construct and operate felt and pulp mills, and to engage in the manufacture and sale of pulp paper, felt and woolen goods, etc.

New Firms.

Hafford, Sask.—J. H. Young has opened a hardware store.

Wawanesa, Man.—L. R. Cotton has started a tinsmith business.

M. W. Van Alstyne, Gunton, Man., was a visitor in Winnipeg Monday.

Halbrite, Sask.—Nordquist Bros. & Anderson, hardware and furniture, have opened a branch store at Talmage.

The Alex. Martin Sporting Goods Co., Calgary, have sold their Edmonton business to McLaren & Son, Edmonton.

George McCosh, of Brock, Sask., introduced his bride to the trade in Winnipeg this week.

Fire Losses.

Chilliwack, B.C.—Denmark & Burton, hardware dealers, have suffered a fire loss.

Moncton, N.B.—G. A. Robertson, hardware and groceries, has suffered loss by fire.

Toronto, Ont.—The Wilkinson & Kompass stock of their Toronto warehouse was damaged by fire.

Prince Albert, Sask.—The large and splendidly-equipped store of the Manville Hardware Co. was destroyed by fire.

Business Changes.

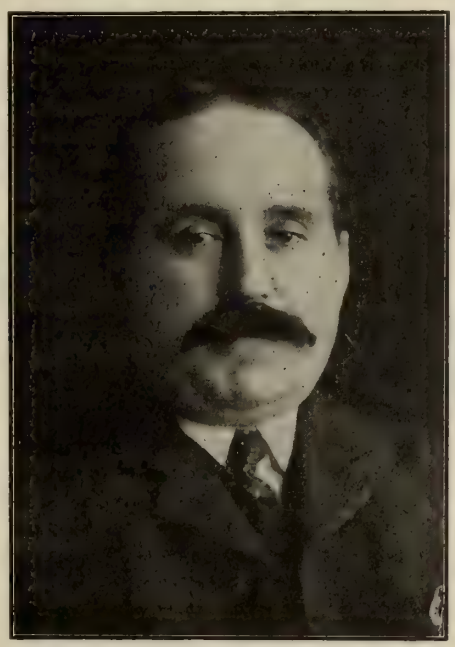
Mozart, Sask.—G. J. Budal has sold out his hardware business.

Elgin, Man.—Chas. Mounding, hardware, is reported having sold out.

J. Wright & Son of Strathroy, Ont., have sold their hardware business.

Joliette, P.Q.—Chas. Leblanc is offering his hardware business for sale.

Griswold, Man.—D. A. McMillan continues the dissolved business of McMillan & McIntosh.



ARTHUR F. HATCH,

Treasurer and General Manager Canada Steel Goods Co., Hamilton, in which firm the Stanley Works, of New Britain, Conn., has acquired a large interest. Extensions to the plant will be undertaken at once, and will include a large rolling mill. Announcement of the change is made on page 37.

Dauphin, Man.—The Dauphin Hdwe. Co. has sold out to Sutherland Stelek, hardware and implements.

Melville, Sask.—E. & G. Smith, hardware, has been succeeded by Smith Hardware and Electrical Co.

Coaticooke, P.Q.—The hardware firm of W. C. Webster & Son will be carried on in the future by O. C. G. Webster.

Western Notes.

George M. Christie, local manager of the G. F. Stephens Co., has returned to Calgary from the East.

Mr. Allaire, of Allaire & Bleau, St. Boniface, has returned from a three months' trip to Paris.

William Home, Canadian manager for Berry Bros., manufacturers of varnishes, has returned from a trip through the West.

The Miller-Morse Hardware Co. held their annual picnic last week at Riverview Park, a special steamer being chartered for the occasion.

A. D. O'Brien, Southern Manitoba traveler for the G. F. Stephens Co., has gone to Aylmer, Ont. It is not known for sure why he has gone there.

M. S. Schroeder, Walsh, Alta., is reported to have been drowned while bathing on Friday, July 17. He had been in business there for a number of years.

F. Morton Morse has returned from a motor trip in Europe. His son, Stanley Morse, secretary of the Miller-Morse Hardware Co., has left for a vacation in New York State.

Chas. G. Johnstone, one of the best known hardware travelers in Western Canada, was married on July 15 to Miss Lulu Glenn, daughter of Alpheus H. Glenn, of Prince Albert. The happy couple have gone to Halifax, N.S., to spend their honeymoon. On returning, they will reside at Prince Albert. Mr. Johnstone has been with the Miller-Morse Co. for nine years.

The following merchants visited Winnipeg during Exhibition week:—Norman Henderson, of Henderson Bros., Vanguard and Aneroid, Sask; John Veum, Foam Lake, Sask.; T. R. Learmonth, Theodore, Sask.; T. Mair, Minnedosa; Ralph Tucker, Unity, Sask.; J. A. Schmidt, of the Blackie Hardware Co., Blackie, Sask.; J. MacGregor, of Roycroft & MacGregor, Lanigan, Sask.; R. Hutchinson, Kinley, Sask.; A. A. Ferguson, Beattie, Sask.; George Badger, Asquith; A. V. Lenz, St. Gregor, Sask.; J. Peters, Goodwater; J. H. Ellis, Ellisboro; K. Kroeker, Rhineland, Man.; Joseph Joyal, St. Agathe, Man.; and Frank Phillips, Tugaske, Man. The number was slightly less than last year.

New Hardware Goods

Offered Canadian Hardwaremen

COBBLERS' REPAIR OUTFIT.

The Taylor-Forbes Co., Ltd., Guelph, Ont., manufacturers of general hardware, lawn mowers, fine castings, etc., offer the trade the new "Homestead" cobbler's repair outfit, with adjustable lasts, here illustrated. The firm claims that there has been a demand for a set, such as the "Homestead," which is being made in two sizes—one with 14-in. stand and the other with a 22-inch stand. The outfits are made in malleable iron as well as cast iron. Each outfit is put up in a neat wooden box, containing the following parts:—One adjustable reversible stand, 1 adjustable last for men's work, 1 adjustable last for boys' work, 1 adjustable last for woman's work, 1 cobbler hammer, 1 shoe knife, 1 sewing awl, 1 sewing awl handle, 1 pegging awl, 1 pegging awl handle, 1 package clinching nails, 1 package heel nails, 1 card directions for half-soling, etc. The sets are numbered as follows:—No. 1, cast iron, with 22-in. stand; No. 2, malleable iron, 22-inch stand; No. 3, cast iron, with 14-in. stand; No. 4, malleable iron, with 14-in. stand. Booklets describing the new product will be mailed on request.



Cobbler Outfit, with Adjustable Lasts.

20-GAUGE HAMMERLESS.

The Marlin Firearms Co., New Haven, Conn., have just completed their line of 12 and 16-gauge hammerless pump guns by the addition of a little 20-gauge hammerless repeater, as illustrated.

The standard 20-gauge is made with 25-inch barrel, weighs about 5⅞ pounds; magazine carries four cartridges, giving with one in the chamber five shots at one loading. It is a take-down, packing in a space the length of the barrel; it has solid top frame, solid steel breech, side ejection. It is provided with the usual Marlin features of safety and convenience; the automatic hang-fire safety device operated by the recoil, the trigger and hammer safety, the press-button magazine cartridge release and thumb-push pin safety for removing shells quickly from magazine and chamber without firing, when desired.

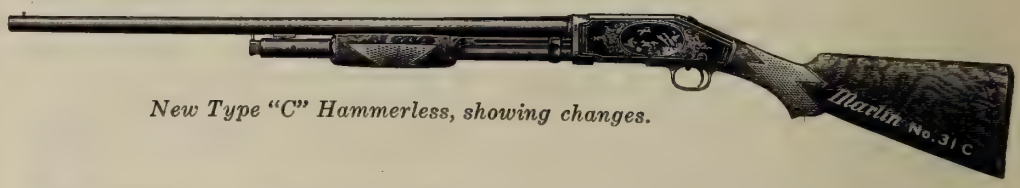
It is chambered and built to handle the 2¾-inch shells of all makes and styles as well as the ordinary 2½-inch shells, allowing good stiff loads for trap and duck shooting.

The barrel is handsomely matted on top for its entire length, which aids in quick sighting and prevents the reflection of sunlight or the heat radiation from top of barrel interfering with the shooter's aim.

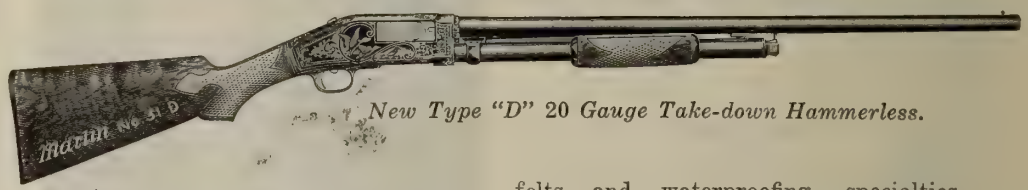
The standard gun has 25-inch matted barrel, but for those who prefer a little heavier gun or a longer barrel for long range work the gun will be furnished with 28-inch barrel at the same price.

This new gun is now ready in grades A, B, C and D, and in the special Field grade, as illustrated.

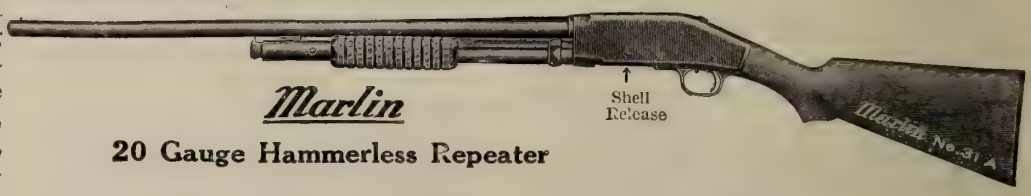
Circulars for distribution, price lists, counter signs, illustrating this new gun, and electrotypes if wanted, can be had by writing the Marlin Firearms Co.



New Type "C" Hammerless, showing changes.



New Type "D" 20 Gauge Take-down Hammerless.



20 Gauge Hammerless Repeater

NEW SALES AGENT.

Alexander Gibb, St. Michael's Building, Montreal, has been appointed sales agent for the Flintkote Manufacturing Co., Boston, Mass., makers of roofing felts and waterproofing specialties. Samples and other information regarding the new line will be supplied to the trade on request.

CULTIVATING YOURSELF.

Since we are always eager to improve those about, why not get busy at home? Cultivate a sane cheerfulness of outlook and thoughtfulness of others, and those qualities will have ability and such commonplace attributes backed clear off the map as result getters.

It is well to remember that nothing really worth having was ever won in a night, but only as the result of a long course of honest attention to duty and service.

Get the hook for that nasty streak in yourself.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Vacations are the order of the day, and the usual summer-month quietness is much in evidence. This does not mean that business is at a standstill, for in some sections a very fair volume of trade is passing. Quite a number of hardware travellers are on their vacation, and mail orders are therefore more numerous than for some time past. The metal trades are still quiet and price shading in some lines is noticeable. Paint manufacturers are busily engaged in preparing for fall campaigns. There has been considerable variation in prices of linseed oil lately, and low prices have been quoted. The flax-seed market is on the upward trend, but some jobbers appear to be unloading stocks purchased or contracted for at low prices some time ago. At London, Ont., a carpenters' strike has affected building operations. In the West all eyes are watching crop reports, although it will be hard to judge the Western crops until a period of two weeks has passed. A number of price changes are reported at Toronto, Montreal and Winnipeg.

MONTREAL.

MONTREAL, July 23. — Hot weather and the exodus of business men from the city are having the usual effect on business and conditions are being reported as quiet, although in general lines they do not appear to be more than reasonably so and some wholesalers report a better record than for July of last year. In the metals and heavier hardware in general, and which enter into construction work, things are dull. Stove men report collections as poor and little reordering for gas stoves. In the construction metals the quietness continues with little noticeable improvement and the prospects that it will be a long heavy grade back to normal.

Seasonable Goods.

Summer weather is having an effect on reordering for some seasonable lines and such articles as ice cream freezers and wire netting are still going out, and there has been a good run on garden hose.

Nails, Screws, Rivets, Etc.

Business in this department is quiet as it is in building hardware lines in general; $2.25 base for wire nails and $2.50 base for cut nails, Montreal. Screws, rivets and burrs are unchanged and discounts are stationary.

Metals.

Conditions are continuing quiet with regard to most of the metals and for iron pipe and sheet metals there are substantial changes in the prices announced —the alterations being downward. There are small sales of bar iron and the prices are easy with the base $2.05 Montreal.

Metal Pipe.

There are substantial reductions in the quotations for metal wrought iron pipes, which are now on the following basis:

Buttwelded.

	Black.	Galvanized.
¼ and ⅜ inch	$2.10	$3.00
½ inch	2.55	3.48
¾ inch	2.93	4.08
1 inch	4.33	6.03
1¼ inch	5.86	8.16
1½ inch	7.01	9.76
2 inch	9.43	13.13
2½ inch	15.21	21.06
3 inch	19.89	27.54
3½ inch	23.92	33.12
5 inch	28.34	39.24

Lapwelded.

	Black.	Galvanized.
2½ inch	15.79	21.64
3 inch	20.65	28.30
3½ inch	24.84	34.04
4 inch	29.43	40.33
4½ inch	33.02	45.72
5 inch	38.48	53.28
6 inch	49.92	69.12
7 inch	70.21	96.39
8 inch, 25 lbs.	73.75	101.25
10 inch	94.40	129.60
12 inch	157.56	

Metal Sheets.

Reductions have been made in the price of galvanized and black metals sheets by some of the wholesalers, Queen's Head, Colborne Crown and Apollo all being cut.

Sheets Black.

10 gauge	$2.50
12 gauge	2.55
14 gauge	2.35
16 gauge	2.40
18 gauge	2.45
20 gauge	2.45
22 gauge	2.50
24 gauge	2.50
26 gauge	2.60
28 gauge	2.70

Sheets Galvanized.

	Queen's Head.	Colborne Crown.	Apollo.
16-20 gauge	$3.65	$3.60	$3.40
22-24 gauge	3.85	3.65	3.70
26 gauge	4.10	3.90	4.05
10¾ oz., 28 gauge	4.35	4.15	4.25

The above quotations arrived too late to change old current quotations.

Other Metals.

There is a change in the quotation for sheet zinc in small lots, the price going up 25c to $7.25. Other quotations:—Tin, 37½c; sheet zinc, $6.75 in casks; lead, $5.10; antimony, $8.50; spelter $6.00 and copper $15.50. Ingot brass, red 14c, yellow 13c; wire solder 23½c; half and half 22½c and wiping solder 22c. Sheet lead, 3½ lb. sq. ft., has been reduced to $6.60, a come down of 2½c.

Lead Waste Pipe.

The demand for lead waste pipe continues quiet. The quotations for lead pipe are 7½c and for lead waste pipe 9c, with discounts of 7½ per cent.

Rope and Harvesting Goods

With the exception of a demand for rope for hay forks and binder twine there is not much stir in the rope department. Harvesting activity is also affecting other lines such as pulleys for hay forks, regular hand forks and other similar lines. Prices are unchanged as follows:—Pure Manila, 15c; British Manila, 11c; African hemp, 11c; sisal, 10½c; double lath yarn, 10¼c; single lath yarn, 9¾c. For binder twine the prices are:—Best Manila, 650 feet to

pound, 13½c; Manila, 600 ft. to pound, 11c; standard Manila, 550 ft., 9¾c; standard, 500 ft., 9¼c.

Stoves and Wire Goods.

In the stove business things are quiet and a better demand can hardly be looked for before the change of the season. There is some interest being reported in the furnace lines and first orders placed. Reordering in gas stoves has been light. Collections are reported as poor. In wire goods some netting is still going out, but the business is largely over for the season; it has been a good year in regard to the netting business.

TORONTO.

TORONTO, July 23.—Steel products are causing much speculation here. Nails are slated for an advance by some authorities. The usual summer quietness is on, and is causing some shading of prices in metals and some other lines. As compared to last year, a larger amount of business was looked for on account of the fact that business dropped off in late summer and early fall in 1913. However, in spite of July business not being up to expectations, it will compare more favorably with the corresponding period of 1913 than June did. Most of the travelers are on their holidays. Cordage lines are very good; fall lines are moving, and slight changes occurred in some metals and in paint lines.

Metals.

There have been slight changes in several metals, but the general situation is unchanged. Tin has been fluctuating all week—first up and then down; but is quoted at present at last week's price of 34c. It is in slightly better demand than formerly, but orders are in small lots.

Copper has dropped 10c per 100 lbs., due to unsettled conditions and price shading. It is now $14.15 per cwt. Zinc and lead have advanced 5c each, making them $5.55 and $5.20 respectively. These lines are quiet.

Pig and bar iron are unchanged and dull.

Other metals are as follows:—Antimony, 8¾c to 9c lb.; ingot brass, red, 13c to 15c lb.; ingot brass, yellow, 12c to 14c lb.; half-and-half solder, 23c lb.; pattern aluminum, 22c to 24c; ingot aluminum, 18½c to 19½c lb.; acme solder, 19½c lb.; easy wiping solder, 20½c lb.; star extra, 21¾c lb.; wire solder, 26c lb.; tinkers' bar solder, 27c lb.; lead wool, 8c lb.

Nails, Screws and Rivets.

Steel lines are still quiet, but are the subject of much speculation. Steel men complain of the price on nails. Some authorities confidently presage a raise in this staple before long; possibly by late August. Others, equally well informed, deny the possibility of a raise in the present state of the market, and point out that the late raise of 15c in nails merely covered the new tariff of $3 per ton, so that any further raise would be in direct opposition to the United States prices that, after allowing for the tariff difference, are at the present Canadian level.

They are very firm at the present price of $2.25 base for wire and $2.70 base for cut. Screws are unchanged. Flat head, bright, are still quoted at 85, 10, 7½, 10 and 5 per cent.; round head, bright, at 80, 10, 7½, 10 and 5 per cent. Iron rivets, blocked and tinned, remain at 75 per cent., and iron burrs the same. Copper rivets, usual proportion, 35 and 12½ per cent.; burrs, 30 and 12½ per cent.

Wire Products.

Rods, wire nails and staples have advanced $1 per ton in the United States, according to advices received by the Canadian trade, but no change is noticed here yet as a result of same. Some steel men are inclined to consider the advice more of a market feeler than anything else.

Rope, Twine, etc.

Cordage lines report more favorably than any other hardware line. Ropes are unchanged at 15c base for Manila, 11c for British, 11c for African hemp, and 10½c for sisal. Other prices are steady, with no changes. Hay fork rope, duck, waste and oakum are all selling very well.

Preserving Goods, Enamelware, etc.

Preserving goods, enamelware, etc., are among the best selling lines. Freezers come next in this class. This has been an exceptional year for this class of goods. Refrigerator demand is light, but some few sales may be expected up until quite late with couples going into housekeeping, etc.

Cement.

Cement is unchanged at $1.85, and is still in good demand. Firebrick and tile are unchanged as per current quotations, and are only fair in demand.

Builders' Hardware.

This line is comparatively quiet, but specialties are selling well and replacing old articles in established homes.

Fall Goods

Horse blankets, ammunitions, guns and rifles are moving, and sled orders are also coming in. Harvest tools are still selling well, and will until the harvest is gathered.

LONDON.

LONDON, Ont., July 21.—Business in London has been very fair during the past week. The holiday season is making some difference but is not decreasing business to any great extent.

It is rumored that the striking carpenters are trying to influence the men working at other building trades in the city to go out in sympathy. If this takes place it will no doubt injure the sale of building material for the balance of this season.

Paris green has been an exceptionally heavy seller for the past two weeks and is quoted as follows:—

½ lb. pkgs. .....21¾c lb.
1 lb pkgs. .....19¾c lb.
25 lb. drums .....17¾c lb.
50 lb. drums .....17½c lb.

Binder twine is in good demand at present

650 ft. .....13½c lb.
600 ft .....11c lb.
550 ft. .....9¾c lb.
500 ft. .....9¼c lb.

Linseed Oil.

Linseed oil is showing an upward tendency. The quotations mostly in evidence are as follows:

	Raw.	Boiled.
1 to 2 bbls.	61	64
3 to 5 bbls.	60	63
6 to 9 bbls.	59	62
Less bbl.	68	71

Turpentine.

1 bbl lots .....70c per Imp. gal.
2 to 4 bbls. .....69c per Imp. gal.
5 gal. .....77c per Imp. gal.

Building Material.

Owing to the carpenters' strike the demand for some lines of building material is not heavy. Wire nails are quoted at $2.25 base; cut nails at $2.70 base.

Fall Goods.

Axe handles, horse blankets, sleighs, skates, etc., are being booked in fair quantities for fall delivery.

WINNIPEG

WINNIPEG, July 22.—Since the amount of business done by hardwaremen in the West will depend entirely on the crop, some notice has to be taken of its progress. At present, reports are not overly bright, and the best that can be said is that the crop this year will likely be seventy-five per cent. of what it was last year. There are some districts that will have no crop. There are others whose crop will measure about fifty per cent. average; and there are other districts which will enjoy record crops. Hot winds seemed to have played havoc in some districts. A telephone message sent to Virden by the Merrick-Anderson Co. to-day brought the reply

that crops would be good if they could get plenty of sun. On the other hand, between Winnipeg and Portage a failure is reported. West of Portage things are better, until west of Moose Jaw is reached. And so on. The crop seems to have come in spots, and happy are the hardwaremen who find themselves out of the lean areas.

When this state of things became known, collections took a sudden drop. During the early part of July, one house reports in ten days collections dropped fifty per cent. Confidence was restored, so that collections righted themselves in the following week, and from a financial point of view, July should be as good as last year, despite the fact that jobbers are carrying considerably less on their books. Few new accounts are being opened up.

Good Auguries.

Hardware and Metal's Western editor has just returned from a trip to the Soo, Port Arthur and Fort William. If new stores and improvements count for anything, the outlook in that part of the country should be good. In Port Arthur, one hardware firm is preparing to double the size of their premises, and instal new fixtures. At least one new store has opened up. Colville and McLaughlin were arranging stock in their new premises at Fort William. In the Soo, the Cochrane Hardware Co. are in their magnificent new home, while another house is preparing to add up-to-date fixtures. In Sudbury, one firm was doubling their premises, another was putting in a new front, and a new store had opened its doors.

Price Changes.

The discount on galvanized washtubs and buckets has been changed from 37½ per cent. to 45 per cent., and the discount on heavy buckets, which was 30 per cent. is now 37½ per cent. All other galvanized ware remains at 37½. Several hardwaremen who have recently purchased galvanized ware complain that they did not receive a bigger discount. It should be borne in mind that the change applies only to the above three lines.

Manufacturers insisted that the price of rope would rise as a result of the trouble in Mexico, but up to date this has not taken place. Nails remain at the old price, with only a fair demand. Manufacturers are still urging local jobbers to advance their prices. The fencing season is practically over, and has been better than expected. Nails are quoted f.o.b. Winnipeg, $2.80 base, and $2.40 base, Fort William.

Bale Ties Wanted.

Some districts are waiting longer than usual to see how the crop will pan out before purchasing their thresher supplies. Business in these lines is reported fairly good, although an estimate is hard to make until the harvesting season is nearer. As the crop of hay has been dried up in some districts, it will be necessary to ship from places where it has been good. Hardware merchants in these districts should see that their stock of bale ties is good. They are quoted:—14 gauge, single loop, $3.65 Winnipeg.

The demand for both rubber and leather belting is good, for threshers. The price is firm, and an advance is in sight, owing to the high price or raw hides. Rubber belting, 60 per cent. off list. Agricultural leather belting, 66 2-3 off. Standard, 60 and 10 off.

The price of galvanized sheets is now the lowest it has been for years. The demand is small. Builders' supplies all round are moving very slowly.

Paint, etc.

Sorting business is coming in well, though not so heavy as expected. This statement covers all lines of paint. A little Paris green has been sent out during the last two weeks, but little is being purchased by the farmers this year.

Merchants are beginning to book orders for glass, and jobbers expect to do a big fall business. Hailstorms at several points brought in several big orders. Little glass is being bought locally as yet. The following prices will likely be good at least until fall.

	Single.	Double.
Up to 25 in.	$4 50	$6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

Putty, which goes hand-in-hand with glass, is selling at the same old price. Turpentine is moving slowly. It is quoted at 80c per gallon barrel lots. Varnishes are only having a fair sale.

Sporting Goods.

The retail trade in Winnipeg experienced a brisk demand for sporting goods and guns during Exhibition week, but generally the only lines moving are boats, canoes, and bathing goods. There are some healthy inquiries coming in for fall sporting goods, particularly guns of different kinds.

Stoves.

Only a few orders are being booked. Merchants cannot be induced to buy anything they are not requiring immediately. However, although buying is from hand-to-mouth, business is about as good as it was last year. Trade is a little inclined to tend toward cheaper lines, which it always does in an off year. Merchants are carrying very light stocks, except in heaters.

Oils.

Most of the lines quoted in Hardware and Metal are having a fair demand, particularly gas engine and cylinder oils. Sales of gasoline are moderate, and prices are not likely to change just now. The following are typical quotations:—

Silver star oil, 18½c gal.
Capital cylinder, 56c gal.
Standard gas engine oil, 41c.
Premier motor, steel barrels, 21c gal.
Queen gasoline, steel barrels, 26c gal.
Painters' naphtha, steel barrels, 21c gal.

As the outlook for the flax crop is not bright, and as an advance in price of flax means an advance in the price of linseed oil, changes may be expected shortly. The market at present is very firm.

ST. JOHN.

ST. JOHN. N.B., July 22.—That business conditions are brightening in this section of the Dominion is shown by the optimistic reports that have been received by the board of trade from industrial and other business concerns in St. John, by the increased number of real estate transfers, by increases in bank clearings, in tax receipts, and by an appreciable increase in lumber shipments both to British ports and the United States. During June, 1914, the lumber exports from St. John to the United States were valued at $199,808.14, as against $128,812.95 in 1913. Lumber shipments to British ports in June, 1914, amounted to 11,174,774 ft. spruce, and 480,912 ft. birch, as against 9,217,387 ft. spruce and 456,506 ft. birch in the same period in 1913. Like satisfactory business reports come from other sections of New Brunswick, indicating that the business depression which affected Western Canada so seriously had little effect upon this province.

St. John, N.B.—There are ten cities in Canada in which the bank clearings for the month of June show a decided improvement. St. John is among the number. The gain in this city was $93,-622. July figures continue to show an improvement. For the week ending July 15, the clearings at St. John were $1,901,522 as against $1,698,156 during the same week in 1913.

St. John, N.B.—There are few cities in Canada that have more progress in building and general development than the city of St. John. On the west and northern sides of the city, particularly on the high land overlooking the harbor and river, the Fenton Land Company, the St. John Realty Company and other companies and builders have erected many beautiful residences. When contemplated extensions of the street railway service have been carried out, building growth will be even more rapid than it is now.

Paint Department

An Eye for an Eye and a Tooth for a Tooth

Narrow Views of an Unsuccessful Man—They Are Refuted by an Argument Showing That Work is its Own Best Reward—If We Give Little, We Receive Less—As We Give, We Receive.

By Henry Lewis.

IT was Sunday evening. The tea things had been put away, and we sat on the verandah and talked shop.

Mrs. Dorn had been employed in the same paint store as her husband for some years before their marriage, so that she was quite at home in the discussion. We touched first upon one thing and then another, recalling old friends and past occurrences in the trade until we finally hit upon old Dave Lewis, Dorn's employer, and his store methods. I was surprised at the vitriolic quality of their criticism of him and their adulation of themselves. It was really my own fault, and was in answer to a sweeping statement of mine that one should always give one's best, regardless of conditions or possible results. I was all but submerged in their flood of vehement protest.

"By George, I used to figure that way," said Dorn, "but I got no thanks for showing up early and working late, long after I had to and I gave it up. Never got my pay raised, nor nothing, and I just said to myself: 'Old boy, here's where I do different,' and from that time on I quit doing anything I wasn't paid to do, and if anything I'm treated better than ever."

"Raise your pay?" I asked tentatively.

"Oh, no; but he don't take so much for granted, and he's darned good and careful about askin' me to do extra work."

"You find it pays?" I inquired.

"I'm sure do. I don't get there a minute sooner than I have to, to hold my job, and I leave on the dot every night; if there's anything left to do, old Lewis does it, or else he's darn particular how he asks me to give him a hand. You bet, I make him understand it's a favor."

"Well, I can't agree with you," I said with conviction. "No slighting of one's work can ever pay in the long run."

Mrs. Dorn was one of those whiffety little women who always had a chip in her shoulder for those who disagreed with her and hers. She came to the assistance of her spouse at this point. "Like to know what good it does to work hard when it's not appreciated. Jim worked like a dog there without ever getting on like he should of done."

"No doubt, and it's quite likely that Lewis was unjust in not having done more for him, but leaving all question of Lewis out of the matter, was not Jim being untrue to his own better self when he deliberately decided not to give his employer the best that was in him, regardless of hours, stipend or what not?"

"I sell more paint than any man in the store at that," stoutly averred Jim.

"Well and good; but think of what you could sell then if you really tried. You weren't hired for a certain output, but to do all that you could for your employer, and when you refuse to do so, you aren't keeping your bargain, and, incidentally, you are harming yourself to a greater extent than you are him."

"Well, look at me," flared the lady. "Didn't I do all the work in that office alone for years, and then when he put Miss Mills on, didn't she get the same pay as me and her never on the job on time, and fiddling at the mirror all day long, didn't she? Huh!"

"No doubt," I acquiesced, "but when the hard times came, wasn't Miss Mills laid off, and wasn't one of the other clerks laid off, whilst you and Jim were kept on?"

"Yes, but what of that? We only had more work at the same pay."

"This much: you were kept on because of long and faithful service, and whilst Lewis' profits were being cut down on account of the panic, you had to bear your share of the burden by doing a little more work."

"Well, all I know is that the girl he's got in there now doesn't do half the work I did and gets the same pay as I did."

The irrelevance of their remarks was getting on my nerves. "None of that alters the truth of my first statement. Granting the truth of all you say, that you were overworked and underpaid; how does that excuse any lessening of effort on your part? I say, and I know, that when you cease to do your best, you are killing something within yourself that is finer than money. I don't care whether you are selling paints or scrubbing floors, the thing holds good in every sphere of human endeavor. Let them overwork you and underpay you. Your day will come; and if your own employer isn't appreciative, some other one will be, and then you can make a change and give the old one the horse laugh. But more important than that is the fact that all the time that you are honestly doing your best you are so busy that you haven't time for anything but what is important and you're so sincere that a great moral development is constantly going on within you, and, utterly unknown to yourself, you are making friends and admirers right and left. Slacken up on your efforts, and there is a loosening of moral fibres that you, from the very nature of things would be the very last to perceive." You can't get away with——"I beg your pardon," I cried. I had become so oblivious to everything but my argument that I had forgotten that I was their guest.

There was nothing else that could interest us and I felt that there was danger in pursuing the subject further, so I bade them good-night.

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A PAINT AND VARNISH REMOVER THAT'S 20% MORE EFFICIENT THAN OTHERS YET COSTS NO MORE

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It's 20% more efficient than others.

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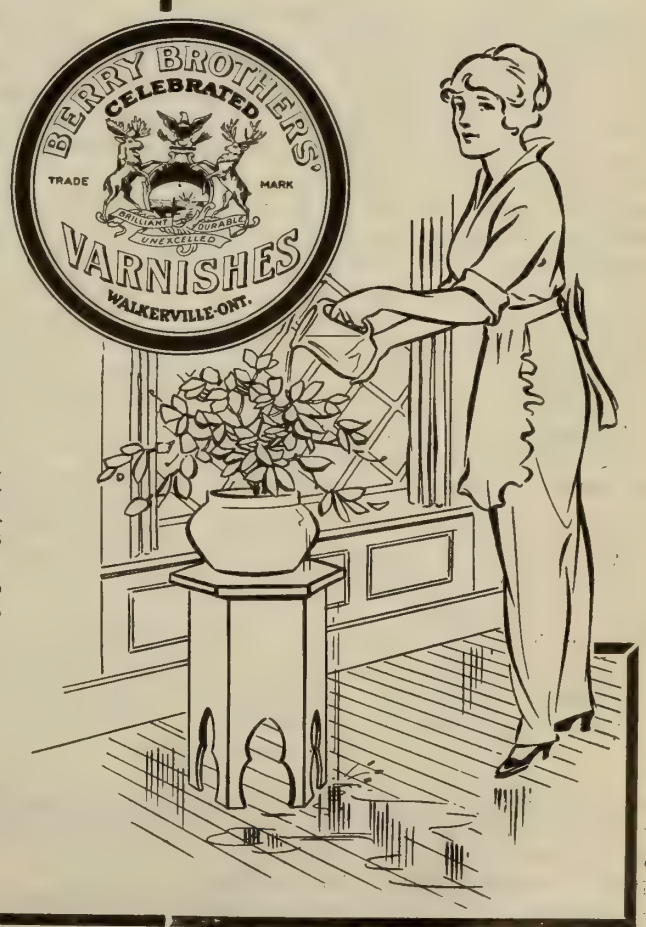
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Liquid Granite is the most durable and elastic of all floor varnishes. Wood treated with it may dent under a hammer blow but the finish will give without cracking. Washing with soap and water does not affect it. Liquid Granite floors are easily kept clean.

These are a few of the many points that make Liquid Granite so popular with the housewife—that have made Liquid Granite a big seller for dealers everywhere.

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Weekly Paint Markets

MONTREAL.

MONTREAL, July 23.—The dog days mean the quiet season for the paint business, and things are expected to continue so for the next couple of weeks. Jobbers report that the volume of trade is satisfactory for the latter part of July, and there appears to be a better tone for the future with prospects that easing of financial situation will result in larger building programs. Higher prices for linseed oil and a demand for Paris green to combat the ravages of the army worm are the features.

White Lead, Paris Green, etc.

An improvement in the business in white lead is noted, and stocks, which were rather slow after the advance, are beginning to move better. The market is very firm at the quotations—$8.40 for small quantities and $8.20 for ton lots.

The action of the Dominion Conservation Commission in recommending Paris green to combat the ravages of the army worm in Ontario, where the plague has become rather extensive, is looked to have the effect of creating a better demand in this line than has been noted for several years; there have not been many pests of this nature during the past two or three seasons. Some wholesalers are taking aggressive steps to see that the trade is well supplied.

Turpentine.

The demand for turpentine has been fair, considering the general quietness of the season. The quotations are:—

1 barrel ..... 67c a gallon.
5 barrels ..... 66c a gallon.

Five-gallon packages 5 cents advance; packages extra; terms net.

Linseed Oil.

As predicted last week, higher prices must be paid for linseed oil, although there is some difference of opinion as to when the advance will go into general effect with the trade. Some jobbers are still quoting 60c and 61c for raw and 63c and 64c for boiled, with the prices firm; while in other cases an advance of 2c to 3c has either been made or is being considered as a course of immediate action. The rapid advance of the price of flax during the week has been responsible for several cents increase per bushel for raw material, and the refiners have advanced the price of spot 2½c since last report. This advance must soon be felt by the trade if prices hold.

Gasoline and Benzine.

A fair business in gasoline is reported with a continuance of conditions and prices about as they have been ruling. The demand for lubricating oils is quiet, this being rather an off season in this department. Quotations are:—

Barrels, wood ..... 20½c a gallon.
In steel and drums .... 17½c a gallon.
Tank wagon (100 gals.) 16½c a gallon.

Benzine is quoted at a cent under these prices all round.

Glass and Putty.

In glass and putty, although things still continue quiet on account of the curtailment of building programs, there seems to be a better tone to the outlook for the future, and in this connection the chances for better finances and more construction work are mentioned. Prices are unchanged.

TORONTO.

TORONTO, July 23.—Paint lines are rather inactive, but are better than last week. Linseed oil prices are a matter of heated discussion and the cause of much dissatisfaction. Paris green is selling better.

Zinc pure in Damar is up. Paint men consider that their lines are too low with the exception of white lead. The prices for these lines have been high the last year, but the first cost has advanced even more rapidly, so that manufacturers and jobbers are selling on a closer margin of profit than in years. Painting is light in the city and larger towns, but is good in the country. If demand were better a general advance all along the line might be expected. A large number of paint men are on their holidays, which fact adds to the midsummer quietness.

Turpentine.

Turpentine is still firm, stocks light, and demand good in comparison. There has been no change in price, which is 70c for single barrels and 69c for two to four-barrel lots.

Complications in Oil.

The linseed oil market is notable for a lack of harmony and upset by widely different views as to what constitutes a fair price. The situation is complicated by keenness to get orders and the additional fact that some dealers stocked up heavily during the low prices of last winter. They are now anxious to sell their overstocks, and are pricing them at a level that insures them a profit, but is disastrous to those who have to buy from the grinders at a price that is based on the present cost of flaxseed. Price-cutting also has something to do with the present level of prices, which are in marked contrast to the dollar level of a few years ago.

On July 2nd flaxseed was quoted at $1.39¼ in store, Fort William. On the 21st it had advanced to $1.49⅜. To-day it is $1.52⅜. At these prices the grinder has to get almost as much for his oil from the jobber as the overstocked jobbers are asking of the retailer.

The prices remain practically the same as last week, although some firms are shading them at that, and others are fighting for a higher price. Harmonizing influences are at work, and it is hoped that the situation will have been cleared up by next week.

A number of firms have advanced their prices this week to:

	Raw.	Boiled.
Single barrels	63	66
3 to 5 „	62	65
6 to 9 „	61	64

Others are still offering oil at last week's quotations.

Decline in Benzine.

Benzine is down ½c to 18½c and 18c for one and three-barrel lots respectively. Gasoline is unchanged at 19c and 18½c, and for one and three-barrel lots respectively. Toronto dealers still insist that the local market has not felt nor will feel the result of American price-cutting, as it is restricted to one district there.

Paints, Ready Mix and Dry Colors.

Paints are quieter this month than at any time this year, but not unexpectedly so. Many travelers and office men are on their holidays. Most of the sales are going to country districts. Dealers are centering their attention on stove pipe enamels, aluminum liquid, paint, etc., to make up for the lack of demand in staple lines. Prices are unchanged as per current market quotations.

July sales compare more favorably with the corresponding period in 1913 than June did in spite of a decreased business.



The Rain Falls Everywhere

and wherever it falls on unprotected shingles, it rots them.

It is this simple little fact that creates the wide market for

Anchor Shingle Stain

This stain is exceptionally reliable—a creosote stain so combined that it won't wash out—and is also made in very artistic shades—an irresistible combination to the man who owns a shingled house.

This creates an excellent opportunity for the live dealer to develop a very profitable line of trade. A really reliable shingle stain is wanted everywhere, and ANCHOR exactly meets the requirement.

Prices are right—fair to the consumer, yet with a good margin of profit for you, and all the resources of our Advertising Department are at the command of dealers who handle our products.

We would like to add you to the list. Shall we send you further details?

Write us to-day.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 19c
Pattern, lb. 22c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½%; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½%; Brass Shot Shells, 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras as follows: subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

ANTIMONY.

Cookson's or Hallett's, per lb. $8 50 $8 75

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Samson single bit, doz....		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Thomas Robertson & Co., Ltd.—No. 1, 23½c; No. 2, 15c; No. 3, 12c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BENZINE.	Montreal	Toronto
Single bbls., gal..	0 20	0 18½
3 bbls.		0 18

BOLTS AND NUTS.

Carriage Bolts ($1) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ⅜ in. dia. and smaller, 70 and 5 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 and 5 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 and 5 p.c.
Plow Bolts, 55, 10 and 5 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3) list, 50 and 10 p.c.
Step Bolts, large head ($3 list), 50 and 5 per cent.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½ p.c.
Tire Bolts, 75 p.c.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 26
Rods, base ½ to 1 in. round	0 22
Tubing, seamless base	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4c extra.

Ingot, Red, lb.	0 14	0 13
Ingot, Yellow, lb...	0 13	0 11½

BUTTS.

Plated, bower barff and nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 and 5 per cent.
Crescent brands, 70 p.c.

BARS (Clothes).

3 sections, 4 ft., doz.....		4 80
3 sections, 5 ft., doz.....		6 00
3 sections, 6 ft., doz.....		7 20

BOILERS (Range).

30-gallon, Standard, $5; extra heavy, $6.50.

BOARDS (Bake).

With rim, 18x24, doz.....	6 60
With rim, 18x28, doz.....	7 20
With rim, 20x30, doz.....	7 80
Without rim, 18x24, doz....	4 00
Without rim, 18x28, doz...	4 50
Without rim, 20x30, doz...	5 00

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz. ..	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ..	19 00

BOARDS (Wash).

	Per doz.
Glass, doz. .....$	3 50
Enameled, doz., net	3 50
Pony	1 10
Crown	1 95
Dandy	2 15
Improved Globe	2 25
Standard Globe	2 35
Neptune	2 35
Original Globe	2 60
Newmarket King	2 60
Jubilee	2 60
Victor (Glass)	3 25
Diamond King (Glass)....	3 50
Western King (Enamel)...	3 50
Beaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb.	14 70
Weighted, 20 lb.	19 90

BURLAP (JUTE).	Per yard.
10 inches, 7 oz.	0 05½
10 inches, 8 oz.	0 05¾
10 inches, 10 oz.	0 07

In 100-yard lots.

C

CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 p.c., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

Cans, Jacketted.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz...	8 40

CEMENT AND FIREBRICK.

Less than carload lots ...		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire Brick, English..	17 00	21 00
Fire brick, Am., low..	23 00	25 00
Fire brick, Am., high.	27 50	31 00
Fire clay (Scotch), net ton		6 50
Fire clay, Am, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 03
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)..	0 17
Cement (in 5 and 10 gals.).	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenters, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross....	2 40	6 75
Crayons, per gross..	....	0 20

CHISELS.

Cold chisels, 5x6 in., doz...	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Electric Weld Coil Chain—BB, 3-16 in., $9.25 per 100 lbs.; ¼ in., $6.50 per 100 lbs.; 5-16 in., $4.90 per 100 lbs.; ⅜ in., $4.25 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D.	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case...	4 50
8 lb. size, 2 doz. in case...	7 20
17 lb. size, 1 doz. in case ...	6 75

COPPER.	Montreal	Toronto
Casting ingot .....$	15 50	$14 15
bars, ½ to 2 in...		27 50
Plain sheets, 14 oz., 14x48 in., 14x60 in.		29 50
Copper sheet, tinned, 14x60, 14 oz.		30 50
Copper sheet, planished, 14x60, base.		37 50
Braziers', in sheets, 6 x 4		29 50

CORD (SASH).

No. 6, lb.	0 30½
No. 7, lb.	0 29½
No. 8, No. 9, No. 10, No. 12	0 29

CRATES.

Humpty-Dumpty, egg, doz 3 75

CANADA PLATES.

Ordinary, 52 sheets .	2 75	2 85
All bright, 52 sheets.	3 85	3 85

Galvanized.

	Apollo	D. Crown	Gorbals
18x24x52 ..	4 45	4 45	4 60
60 ..	4 70	4 70	4 85
20x28x30 ..	8 90	8 90	9 20
20x28x80 ..	9 40	9 40	9 70

M.L.S. and Famous—	Per box
I C, 14x20 base...	$7 00
I X, 14x20 base...	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base.....	9 50

CHARCOAL.

Raven and Murex Grades—	
I C, 14x20 base....	5 00
I X, 14x20 base....	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 b.	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base....	4 65
I X, 14x20 base....	5 65
I X X, 14x20 base	6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—	
I C, 20 x 28, 112 sheets	7 40
I X, Terne Tin....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet (boxes)
XX, 14x56, 50 sheet (boxes)
XX, 14x65, 50 sheet (boxes)

COKES BRIGHT.

Bessemer Steel—	
I C, 14x20 base...	4 50
20x28, double box	9 00

CLEVICES, 7½c per lb.

CLOCKS, ALARM.

Good Morning, ea.....	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS, 4½c per lb.

D

DOORS, SCREEN.	Doz
Common doors, 2 or 3 panel, grained only, 4-in. style..	8 70
Granite ¼ oak filled and varnished	14 80

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

Jamieson's Ready Mixed Paints and Varnishes

will satisfy the most exacting demands of your paint customers, both in quality and price. A satisfied customer means that he will come back for the same brand every time he wants paint, which, with a good, profitable line, means a successful paint business.

WILL YOU BE OUR AGENT IN YOUR TOWN?

R. C. Jamieson & Company, Limited

ESTABLISHED 1858

MONTREAL and VANCOUVER

OWNING AND OPERATING P. D. DODS & CO., LIMITED



FALSTAFF:
"What money is in my purse?"
HENRY IV.

When Sir John Falstaff asked his page the above question it would have surprised him to hear that there was more than a few coppers left. Most of us are familiar with the riotous times that Falstaff had with Prince Hal as his chief companion. Falstaff was mostly broke and living at the expense of others.

IN THESE TIMES OF KEEN COMPETITION

Hardwaremen need to be careful to have stocks which find a ready sale. It will save you money and put money in your purse if when you require **BABBITT METAL, SOLDER, LEAD PIPE,** all **PLUMBING SUPPLIES** and **ALL INGOT METALS** you send your orders to

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory: **TORONTO** Branch Factories: **WINNIPEG, MONTREAL**

Always have on hand a Box of
HARRIS HEAVY PRESSURE
The Babbitt Metal that gives excellent service.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14x20 base.....	7 00	7 00
I X, 14x20 base.....	8 25	8 25
I X X, 14x20 base..	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single.
7 oz. 0 17¾	6 oz. 0 12½	
8 oz. 0 19½	7 oz. 0 14	
10 oz. ...0 24½	8 oz. 0 15½	
12 oz. ...0 29½	9 oz. 0 17½	
	10 oz. ...0 19½	
	12 oz. ...0 23¼	
	15 oz. ...0 32	

Emery Wheels, 67½% discount.

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American...	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle....	75
McClellan Globe	75
Black Diamond	66 2-3
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

FREEZERS, ICE CREAM.

White Mountain and Dana Freezers, less 50 per cent. Discounts east of Port Arthur. Dana Freezers, Crank Only.

1 quart, each	1 70
2 quart, each	2 00
3 quart, each	2 20
4 quart, each	2 65
6 quart, each	3 35
8 quart, each	4 30
10 quart, each	5 80
12 quart, each	6 65
16 quart, each	9 35
20 quart, each	12 85

Fly-wheels for same, 2 qt., 75c; 3 qt., 75c; 4 qt., 75c; 6 qt., 75c; 8 qt., $1.58; 10 qt., $1.58; 12 qt., $1.58; 16 qt., $2.63; 20 qt., $2.63; 25 qt., $3.75.

20 quart, each	12 80
25 quart, each	16 75
20 quart, each	12 85

FURS.

Toronto prices for Ontario furs:—Skunk, prime, extra large, $1.50 to $5; muskrats, spring, extra large, 65c; large, 55c; medium, 40c; small, 25c; weasel, No. 1, extra large, $1.50; No. 1, large, 85c; No. 1, medium, 50c; bear, No. 1, extra large, $22; No. 1, large, $17.50; No. 1, medium, $13; No. 1, small, $8; cubs, $2 to $12, as to quality. Mink, No. 1, extra large, $6 to $8.50; No. 1, large, $4 to $7.50; No. 1, medium, $2.25 to $5. Fox, No. 1, extra large, $8 to $12; No. 1, large, $6.50 to $10; No. 1, medium, $2.25 to $5; No. 1, small, $1.75 to $4.

G

GALVANIZED WARE.

Dufferin pattern pails, 45 p.c. English pattern, 45 per cent. Galvanized washtubs, 45 p.c.

GASOLINE Montreal Toronto

Single bbls., per bbl.	0 21	0 19
Bbls.		0 18½

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 25
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD).

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 35 per cent.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Agricultural, 67¾ per cent.

HANDLES. Fork, 45 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox No. 021 B.D. Trolley, pr.	0 80
Richards Wilcox No. 117 P.D. Hanger, full set	2 75
Stearns wood track	Special.
Zenith	9 00
Atlas, steel covered..	5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard Jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 14	0 96
5 in., doz. prs.	1 38	1 11
6 in., doz. prs.	1 50	1 14
8 in., doz. prs.	2 04	1 53
10 in., doz. prs.	3 60	2 52
12 in., doz. prs.	4 47	4 14
14 in., doz. prs.	5 10	4 44

Light T and strap, discount 65 and 15 off list.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5¼

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $17.40; No. 10, $19.50; No. 20 $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192 $16.80.

Chicago hold back screen door iron, gross, $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 17

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 25	2 00
Sleigh shoe steel.	2 25	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 35	2 20
Sheet cast steel...	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel.	0 07½	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Silver tool steel...	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch.	0 06
¾ to 1 7-16 inch...	0 05½
1 7-16 to 3 inch...	0 65

Montreal 40%. Toronto 40%.

IRON, TINNED,

72x30 up to 24 gauge, case lots	$ 8 25

Less than case, 25c per 100 lbs. extra.

72x30 up to 26 gauge, case lots	8 75

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 78
Mrs. Potts, No. 50, nickel-plated, per set	0 88
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set....	1 50
Asbestos, No. 90, per set....	1 20
Princess Electric, each.....	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each...	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders.)

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.

Chair Ladders, each.....$2 00

(Roped Extension.)

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension.)

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single.)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1c per foot additional.

LANTERNS. Per doz.

Banner Buggy	10 75
Banner Junior	11 75
Trulite	7 00
Beacon	7 00
Wrightlights	7 00
No. 2 or 4, plain cold blast	7 00
Short globe pattern	7 00
Cold blast, japanned	7 50
Cold blast, plain	7 00
Brass, well japanned	9 25
All brass	24 00
Little Bobs A.C., doz.	1 90

LANTERN GLOBES.

Cold blast, short ruby	1 75
Cold blast, common ruby..	1 60
Cold blast, short	0 75
Cold blast	0 50
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 30
No. 34, per doz.	11 80
No. 34X, per doz.	11 80
No. 37, per doz.	13 40
No. 042, per doz.	15 25
No. 42, per doz.	16 35

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
23-gauge, galv. metal lath..	0 19

LEAD. Montreal Toronto

Domestic (Trail), 100 lbs.	5 10	5 20
Imported pig, per 100 lbs.	5 10	....
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft. 750		7 50
Sheets, 3 lb. sq. ft.. 6 75		6 75
Sheets, 3½ lb. sq. ft. 6 62½		6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 90
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net).	21 00
104x27, Triple stock (net).	22 00
104x30, Triple stock (net).	23 15

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

LOCKS.

Canadian Peterboro, 50 and 10 per cent. off list.

MACHINES (WASHING).

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent. discount.

MALLETS. Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak	15 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

WINDOW GLASS

1
Immediate Shipments Make Satisfied Customers

2
Satisfied Customers Are Constant Patrons

3
Constant Customers Spend Most Money

4
Such Customers make the monthly balance Read "Profits"

That is the whole story, and the argument is as clear as the glass we sell. Many large orders have had to be "passed up" because the dealer's stock was small, and his source of supply far distant. Our dealers buy from

FIVE LARGE STOCKS

Calgary **WINNIPEG** **Edmonton**
Saskatoon **Swift Current**

As a result they save both time and money. Our glass stock is by far the largest in Western Canada—no order too small to receive our minutest attention, and none too large for us to fill.

Fall Season is Glass Season

Builders and contractors everywhere will be rushing their buildings to completion, and endeavoring to close them in before the arrival of cold weather. That means a demand for glass. Let us assist you in handling this business.

Plate—Fancy—Art Glass—Mirrors

Price lists, samples and quotations on Plate and Fancy Glass furnished promptly.

Our new Art Glass Catalogue shows a large range of designs suitable for every purpose.

Church Windows a specialty. Catalogue, Design Sketches and Prices on application.

We are the largest manufacturers of Mirrors in Western Canada. Lists and discounts on application.

Secure our catalogue and price lists.
Then—order from our nearest branch.

The Winnipeg Paint & Glass Co., Limited

"EVERYTHING FOR A BUILDING"

Calgary **WINNIPEG** **Edmonton**
Saskatoon **Swift Current**

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25
American Lady, doz.	12 00
Mop sticks, doz.	1 10
Cast head mops, doz.	1 35
Crescent, doz.	1 50
Tarbox self-wringing, doz.	3 15
Crank wringing, doz.	4 75

Extra Cloths.

Tarbox, doz.	1 35
Challenge, doz.	2 10

MOWERS (LAWN).

Taylor-Forbes Lawn Mowers—Daisy, 12 in., 14 in., 16 in., $2.65 each, net price. List prices in other lines are subject to a discount of 50 and 12½%, and are as follows:—Woodyatt, 12 in., $9.50 list; 14 in., $10 list; 16 in., $10.50 list; 18 in., $11 list; 20 in., $12 list; Empress ball-bearing, 12 in., $11 list; 14 in., $11.50 list; 16 in., $12.50 list; 18 in., $13 list; 20 in., $14 list; Adanac, 17 in., $28 list; 19 in., $31 list; 21 in., $34 list; Star, 12 in., $7.75 list; 14 in., $8.25 list; 16 in., $8.75 list; Philadelphia, 12 in., $8.75 list; 14 in., $9 list; 16 in., $9.35 list; Mayflower, 12 in., $4.30 list; 14 in., $9 list; 16 in., $9.50; 18 in., $10 list; Ontario, 12 in., $14.25 list; 14 in., $15.80 list; 16 in., $16.80 list; 18 in., $18.90 list; 20 in., $20.50 list; 50 and 12½ per cent. off.

D. Maxwell & Sons.—8-inch, open wheel, 3 knives, 12 in., $5.25; do., 14 in., $5.50; do., 16 in., $5.75; do., 4 knives, 12 in., $6.25; 14 in., $6.50; 16 in., $6.75; 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75; 14 in., $7.25; 16 in., $7.25; 18 in., $8.50; do., 4 knives, 12 in., $7.25; 14 in., $7.75; 16 in., $8.25; 18 in., $9; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75; 18 in., $9.50; 20 in., $10; 19½-inch high wheel, 4 knives, 12 in., $8.50; 14 in., $9.60; 16 in., $9.50; 18 in., $10; 20 in., $11; 10½-inch high wheel, ball bearing, 4 knives, 12 in., $10; 14 in., $10.40; 16 in., $10.85; 18 in., $11.30; 20 in., $12.25; do., 5 knives, 12 in., $10.50; 14 in., $10.90; 16 in., $11.35; 18 in., $11.80; 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

Whitman and Barnes — 8 in. wheel, 3-knife, 12 in., ea., $2.65; 9 in. wheel, 3-knife, 14 in., ea., $2.65; 8 in. wheel, 3-knife, 16 in., ea., $2.75; 9 in. wheel, 4-knife, plain, 14 in., ea., $3.60; 9 in. wheel, 4-knife, plain, 16 in., ea., $3.75; 9 in. wheel, 4-knife, plain, 18 in., ea., $3.90; 9 in. wheel, 4-knife, ball-bearing, 14 in., ea., $4.20; 9 in. wheel, 4-knife, ball-bearings, 16 in., ea., $4.35; 9 in. wheel, 4-knife, ball-bearings, 18 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 14 in., ea., $4.25; 10 in. wheel, 4-knife, plain, 16 in., ea., $4.50; 10 in. wheel, 4-knife, plain, 18 in., ea., $4.75; 10 in. wheel, 4-knife, plain, 20 in., ea., $5; 10 in. wheel, 4-knife, ball bearings, 14 in., ea., $4.80; 10 in. wheel, 4-knife, ball-bearings, 16 in., ea., $5.05; 10 in. wheel, 4-knife, ball-bearings, 18 in., ea., $5.30; 10 in. wheel, 4-knife, ball-bearings, 20 in., ea., $5.55.

N

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.25 base; London, $2.25 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75%.

Coopers' nails, 33 1-3 per cent.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).

Capewell.	Per box.
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11 and 12, in 25-lb. box	3 00

Less 10 and 5 per cent. off.

NAILS (HORSE).

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¼	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 60 p.c. off.

1½ in. mesh, 60 per cent. off.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	5 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll..	1 50
1 in. x 20 ga. x 18-in., roll..	2 10
1 in. x 20 ga. x 24-in., roll..	2 70
1 in. x 20 ga. x 30-in., roll..	3 25
1 in. x 20 ga. x 36-in., roll..	3 80
1 in. x 20 ga. x 48-in., roll..	5 10

Poultry netting staples, 60 p.c.

O

OAKUM.

	Per 100 lbs.
Best (American)	8 00
U.S. Navy (American)	7 50
Plumbers (spun)	3 50

OIL.

Can. prime white petrol	0	15
Royalite	0 17	0 15½
Palacine	0 21½	0 18
Castor Oil, per lb.	0 08¼	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter).	0 14½	0 14
Cylinder Green	0 35	0 35
Parafine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack., 2½ to 3½c lb.

Tea lead, chest, 3 to 4c lb.

Lead (heavy, pipe, etc.), 3 to 4c

Brass, heavy, 8 to 9c lb.

Brass, light, 7 to 8c lb.

Zinc, heavy, 3 to 4c lb.

Copper, heavy, 10 to 11c lb.

Rubbers, such as old rubber, boots, and shoes, according to trim, 5½c to 6½c lb.; overshoes, lumbermen's rubber boots, etc., 5c to 6c lb.; auto tires, etc., 4½c to 5½c; bicycle tires, 2c to 3c.

PACKING (JUTE).

Per Coil Lots.

Fine, 30 ends to ¾ inch.	0 08¾
Heavy, 8 ends to 1-inch.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
Per 100 lbs.	
Oiled waterproof building paper, 600 sq. ft. roll	1 05
400 sq. ft. roll	
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	$2 10

PARIS GREEN.

Hoyle's	net cash	C.P.C. 30 dys.	Paris Green	Berger's
600-lb. casks.	0 16¼	0 17¾		
250-lb casks..	0 16½	0 18		
100-lb drums	0 11¼	0 17½	0 19	
50-lb drums.	0 11¼	0 17½	0 19	
25-lb. drums.	0 11½	0 17¾	0 19¼	
1-lb pack	0 13¼	0 19¾	0 21¼	
½-lb pack		0 21¾	0 23¼	
1-lb tins	0 14½	0 20¾	0 22¼	
½-lb tins			0 24¼	
Arsenic, kegs	0 10¼			
Petroleum, bbls.	0 10			

PICKS (CLAY).

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
6 gross, 4-in. (12 pkgs. of ea.	1 00
4 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
Spring clothes pins, per box	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

Brass, 50 per cent.

PIPE WROUGHT IRON.

Buttwelded.

Size.	Black.	Galvanized
¼ and ⅜ inch..	2 10	3 00
½ inch	2 55	3 48
¾ inch	2 93	4 08
1 inch	4 33	6 03
1¼ inch	5 86	8 16
1½ inch	7 01	9 76
2 inch	9 43	13 13
2½ inch	15 21	21 06
3 inch	19 89	27 54
3½ inch	23 92	33 12
4 inch	28 34	39 24

Lapweld.

2½ inch	15 79	21 64
3 inch	20 65	28 30
3½ inch	24 84	34 04
4 inch	29 43	40 33
4½ inch	33 02	45 72
5 inch	38 48	53 28
6 inch	49 92	69 12
7 inch	70 21	96 39
8 inch, 25 lbs.	73 75	101 25
9 inch		
10 inch	94 40	129 60
12 inch	157 56	

PIPE (LEAD)

Lead pipe, 7½c; 7½ p.c. off.

Lead waste pipe, 9c; 7½ per cent. off.

Traps and bends 40 p.c. off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65 per cent. and 10 off.

7 and 8-in. 45 per cent. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths.	3 45
3 inch, in 10-ft. lengths.	4 20
4 inch, in 10-ft. lengths.	5 53
5 inch, in 10-ft. lengths.	7 60
6 inch, in 10-ft. lengths.	9 25

PITCH.

Pine, per bbl.	4 50

PLANES.

Wood bench, Can., 15%.

Wood, fancy, 30 to 35 per cent.

Prices. Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

PLATES (BOILER).

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4-oz. bottles	2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-oz.	2 00
Liquid veneer, 12-oz.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste	6 60
Axoline brass cleaner, 100 in pkge.	6 50

R

RAZORS.

	Per doz.
Boker's	7 50 to 11 00
Boker's King Cutter.	13 20 14 65
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	16 00
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 75 per cent.

Iron burrs, 75 per cent.

Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
Per roll.	
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson 1-ply, roll	1 45
Samson 2-ply, roll	1 90
Samson 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2-ply, Shield, per roll	0 75
Ready, 3-ply, Shield, per roll	0 95
Tarred 210 roofing felt,	
Tarred roofing felt, cwt.	2 10

ROPE.

Pure Manila base	$0 15
Best Manila base	0 15
British Manila base	0 11
African Hemp base	0 11
Sisal base	0 10½
Double lath yarn	0 10¼
Single lath yarn	0 09¾
Russia deep sea line	0 20
Russia tarred bolt rope	0 17½
Russia tarred ratline	0 16
Jute rope	0 11
Cotton, 3-16 in. and over.	0 24
Sisal Clothes Line.	
3-ply, 30 ft.	0 45
3-ply, 40 ft.	0 60
3-ply, 48 ft.	0 72
3-ply, 60 ft.	0 90
3-ply, 72 ft.	1 08
3-ply, 100 ft.	1 50
6-ply, 40 ft.	0 95
6-ply, 48 ft.	1 15
6-ply, 60 ft.	1 45
6-ply, 72 ft.	1 75
6-ply, 100 ft.	2 40

RULES, BOXWOOD.

	Rabone's.	Per doz.
No. 1375—2 ft.	(51)	1 80
No. 1101—2 ft.	(52)	3 90
No. 1167—2 ft.	(7)	3 60
No. 1106—2 ft.	(53½)	4 10
No. 1375—3 ft.	(66½)	2 50
No. 1112—3 ft., hf. bound		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

S

SAWS.

Atkins Hand and Crescent, 25 p.c.

Disston's Hand, 10 per cent.

Simonds' Hand, 15 per cent.

Shurly & Dietrich, 35 p.c.

Spear & Jackson, 40 per cent.

SCALES.

Gurney Standard, 30 per cent.; Champion, 50 per cent.

Burrow, Stewart & Milne — Imperial Standard, 30 per cent.; Champion E. B. Scales, 35%.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Net Prices.

Champion, 4 lb., $2.50 plus 30c for stamping; 10 lb., $8.75 plus 50c for stamping; 240 lb., $5.50 plus 50c for stamping; 600 lb., platform, $14 plus $1 for stamping; 1200 lb., platform, $16.50 plus $1 for stamping; 2000 lb. platform, $22 plus $1 for stamping; 2000 lb., drop lever, $26 plus $1 for stamping.

SAP SPOUTS.

	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks.	8 00

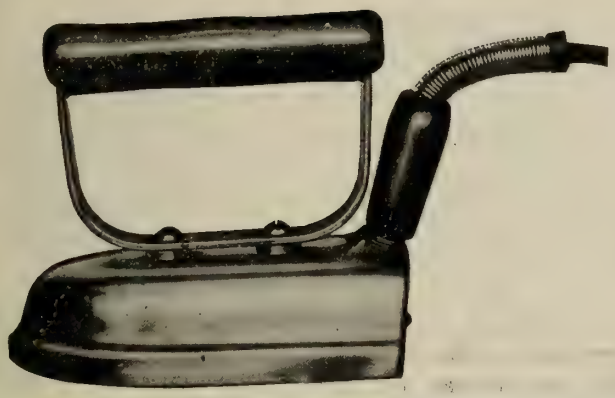
SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.

	Per cent.
Wood, F.H., bright, 85, 10, 7½, 10, 5 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10, 5 per cent.	

DON'T FORGET
MURESCO



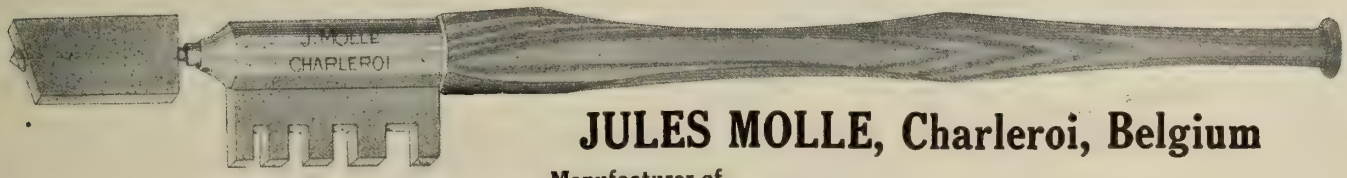
Now is the time to have your stock replenished with

"National" Irons

THE BEST BY TEST.
Get our interesting proposition.

The National Electric Heating Co.
TORONTO LIMITED

GLAZIERS' DIAMONDS



JULES MOLLE, Charleroi, Belgium

Manufacturer of

Glaziers' Patent Diamond (Quality Guaranteed)

Sole Canadian Agents **Taylor & Thompson** 40 Yonge Street, TORONTO

Also Sole Canadian Agents for National Belgian Glass Co.
Saint-Roch-Auvelais, Belgium



No. 1902. Brass.
No. 130. Tinned.
3 sizes.

"HENDRYX"
A WORD FOR QUALITY

PARROT CAGES

The season is on for parrots. For the next three months young parrots are in great demand. The "HENDRYX" cage has never been equaled. Every wire being riveted to each rail affords positive security for keeping the birds.

THE ANDREW B. HENDRYX CO.
NEW HAVEN, CONN.



No. 1914. Brass.
No. 85. Tinned.
6 sizes.

O.H. bright, 80, 10, 7½, 10 p.c. 10 per cent. off list.

Wood, F.H., brass.	75	10	7½ 10
Wood, R.H., brass.	70	10	7½ 10
Wood, F.H., bronze	70	10	5 10
Wood, R.H., bronze	65	10	5 10
Drive screws	65	10	5 10
Set, case hardened	60	10	
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.	$5 00		
Bench, iron, per doz.	4 25		

SCYTHES.

Cast steel, doz.	$ 6 50
Clipper, doz.	7 50
Guaranteed, doz.	9 00
Brush, doz.	7 50

SCYTHE SNATHS.

No. 1, per doz.	$ 8 40
No. 2, per doz.	7 70
No. 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75
Western Red End (3 doz. to box), per box	0 85
Diamond, per box	1 00
Quinebog, per box	1 50
English, round (25 to box), per box	2 00
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 45
12 gauge	2 75	2 50
14 gauge	2 60	2 25
16 gauge	2 50	2 30
18 gauge	2 50	2 40
20 gauge	2 60	2 40
22 gauge	2 65	2 50
24 gauge	2 65	2 50
26 gauge	2 75	2 55
28 gauge	2 85	2 70

SHEETS.

Corrug., galv., 10% off.

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized).

B.W. Queen's gauge Head	Fleur-de-Lis	Gorbals best best
16-20	3 95	3 75 3 95
22-24	4 15	3 95 4 15
26	4 40	4 20 4 40
28	4 65	4 45 4 65

Colborne Crown — 18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo Brand	Montreal	Toronto
14 gauge	....	2 80
16 gauge	....	3 00
18-20 gauge	....	3 20
22-24 gauge	3 75	3 40
26 gauge	3 95	3 55
28 gauge	4 30	3 90
.0¾ oz.	4 50	4 20

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5		45 and 5
Rivet. scoops	50		
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand	60		45

Riveted back scoops 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER.	Montreal	Toronto
Tinker's bar	....	0 27
Wire solder, lb.	0 23½	0 26
Bar, half-and-half, guaranteed	0 22½	0 23

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING

Acme	0 19½
Commercial	0 20
Easy	0 20½
Star Extra	0 22¼

Strictly standard wiping, 22c.

SPELTER.

Foreign, per 100 lbs.	6 00	5 50

SQUARES.

Disston's, 60 and 10 per cent.

Stanley Try Squares, size 7½, doz., net $2 85

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12

Coopers' staples, 45 per cent.

Bright spear point, 75 per cent.

SWEEPERS, CARPET. Bissell's.

Univ. japd., cyco bearing	24 00
Univ. N.F., cyco bearing	27 00
Grand Rapid, jpd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess, N.P., ball-bearing	30 00
Elite, ball-bearing	34 00
Am. Queen N.P., ball-bear.	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each	$2 75
Ontario, 2-passenger, each.	3 75
Ontario, 4-passenger, each.	4 25
Stratford, 4-passenger, each	5 50
Boyers Gliding Settees with awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued tinned and japanned 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Raybone's.	
Tape Lines, linen, No. 2601 x50, each	$1.00
Metallic, No. 4011x50, ea.	1.35
Metallic, No. 4011x66, ea.	1.55
Steel, No. 2891x50, ea.	2.70
Steel, No. 4161x50, ea.	3.00
Steel, No. 4161x100, ea.	5.15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TIES (METAL).

Galv. wall ties, per 1.000	$5 00
Painted wall ties, per 1.000	5 00

TIN.	Montreal.	Toronto.
Tin, per lb.	37½	34

TINNERS' TRIMMINGS.

Discount, 45 per cent.

Plain, 72½ and 15 per cent.

Re-tinned, 72½ and 5 per cent.

TOOLS, HARVEST.

Samson, 47½%; ord. 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40 per cent.

Hawley & Norton, 57½ per cent.

Victor, 70 per cent.

Oneida Jump, 65 per cent.

TRESTLES.

5 ft., each.	$1.50	14 ft., each.	$4.20
8 ft., each.	2.00	16 ft., each.	4.80
10 ft., each.	2.50	18 ft., each.	5.40
12 ft., each.	3.00	20 ft., each.	6.00

TROWELS.

Disston's, 10 per cent.

TWINE (Binder).

650 ft., per lb., 13½c.

600 ft., per lb., 11c.

550 ft., per lb., 9¾c.

500 ft., per lb., 9¼c.

5 ton lots, ffic per lb. allowance.

10 ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton,	5-lb.	120-lb.
3-ply	0 28	0 24¼
4-ply	0 31	....

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft. 1½ in.	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2¼ in.	....	10 25
100 ft. 2½ in.	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3½ in.	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.

Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

WOODEN WASH TUBS.

	Per nest.
Nests of 3—0, 1 and 2	$2 25
Nests of 3—1, 2 and 3	1 90
Nests of 4—0, 1, 2 and 3	2 80
No. 0 Per doz.	10 50
No. 1 "	9 00
No. 2 "	7 50
No. 3 "	6 50

V

VALVES, ETC.

Ground work, 55 per cent.

Stand, compr. work, 60%.

High-grade compr. work, 50%.

Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.

Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.

J.M.T. Globe, Angle and Check Valves, 50%; Standard, 60%.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent quick opening valves, 70 and 10 p.c.

Jenkins' Valves—Jenkins Bros., Montreal.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40 and 5 p.c.

Copper tea and coffee pots, 40 and 5 p.c.

Copper pitts, 30 and 5 per cent

Foundry goods, hollow ware, 40 and 5 p.c.

WARE, ENAMELED.

White ware, 75 per cent.

London and Princess, 50 p.c.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel, 33⅓%.

Hollow ware, tinned steel, 45 per cent. off.

Enamelled street signs, 50 p.c.

WARE, TIN, PIECED.

Discount, 35 per cent.

10-qt. flaring sap buckets, 35 per cent.

6, 10 and 14-qt. flaring pails, 35 per cent.

Copper bottom tea kettles and boilers, 35 per cent.

Coal holds, 35 per cent.

Boiler and tea kettle pits, 30 and 5 per cent.

WARE, STAMPED.

Plain, 72½ and 15.

Retinned, 72½ and 5.

Tinners' trimmings, 72½ and 5.

WASHERS, IRON.

Full box, 45 per cent.; smaller lots, 30 per cent.; assorted. Price, less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, ½ lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per 100	1 50

WEIGHTS.

Smarts, Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	21 00
Garden, steel wheel, doz.	32 40
Light garden, per doz.	$22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.

Copper wire, 50 and 2½ per cent.

Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, $2.35! No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra. No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.

Rustless screen, 7c sq. foot.

Cut lengths, 8c sq. foot.

WIRE (FENCE).	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 12, coil spring	2 40
No. 9, plain galvanized	2 15
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B. Montreal, Toronto and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WRINGERS—Less 20%.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite 511E	57 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Wrenches, Trimo, 65% off list.

WRINGERS, MOP.

White, No. 2, each	$ 1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	6 75	7 25
Part cask	7 00	7 55

Black Cat

Spark Plugs, Batteries and Flash Lights

TRADE MARK

NINE LIVES

Nine Lives

goods are a very profitable kind







These goods are just as the name implies, NINE LIVES—or in other words, they give LONGER SERVICE.

Their exceptionally big value will bring you a consistent good trade in this line.

All Black Cat goods are sold under a "satisfaction or money back" guarantee.

Write for full particulars and prices to-day.

Canadian Carbon Company, Limited

96 West King Street, TORONTO

Do You Want More Money?

OF course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from $5 to $20 a week, according to the time given.

IF YOU ARE NOT AFRAID OF WORK you can make $5 a week, giving 3 hours a week to taking subscriptions to

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Your trade, knowing the unconditional guarantee of

Red Devil Tools

do not hesitate to accept them.

That means no unnecessary time required to make the sale.

That means further—minimum of selling expense.

Confidence in the tools you sell means confidence in **you.**

It's worth investigating.

Smith & Hemenway Co., Inc.

CHAMBERS STREET, NEW YORK

Send for new net illustrated Trade Price List.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., $1.

BEESWAX.

Per lb., 40c.

BRONZE.

75 cents to $3 lb.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

BRUSHES.

Weighted, 15 lbs., doz	$14 70
Weighted, 20 lbs., doz	18 90

COLORS (DRY).

	Per lb.
Raw Umber, 100 lb. keg	0 09
Burnt Umber, 100 lb. kegs	0 09
Raw Sienna, 100 lb. kegs	0 09
Burnt Sienna, 100 lb. kegs	0 09
Imperial green, 100 lb. k	0 12
Italian red, 100 lb. kegs	0 05
Brunswick green, 100 lb. k	0 06
Indian red, 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermilion, 100 lb. kegs	0 20
Drop black pure dry	0 12
Golden ochre, 100 lb. kegs	0 03½
White ochre, 100 lb. kegs	0 04
Yellow ochre, barrels	0 01½
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 20
Marine black, 25-lb. irons	0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80
Lowe Bros'. Linduro	4 20
Sterling Enamels	3 20

GLUE.

	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
Brantford golden medal	0 11
Brantford brown sheet	0 10
Brantford golden sheet	0 13
Brantford gelatine	0 22
Brantford white gelatine	0 22
Brantford white glue	0 12
Brantford 100 flake. 0 10	0 11
Perfection amber, ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL.	0 11½
CL.	0 12
C.	0 11

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches.	Star.
Under 26	$4 25
26 to 40	4 65
41 to 50	5 10
51 to 60	5 35
61 to 70	5 75
71 to 80	6 25
81 to 85	7 00
86 to 90	....
91 to 95	....
96 to 100	....

Less 20 per cent.

Double Diamond.

Size United Inches.	
Under 26	$ 6 25
26 to 40	6 75
41 to 50	7 50
51 to 60	8 50
61 to 70	9 75
71 to 80	11 00
81 to 85	12 50
86 to 90	15 00
91 to 95	17 50
96 to 100	20 50
101 to 105	24 00
106 to 110	29 50

Discount on 16 oz. glass, 20 per cent.; discount on double diamond, 25 per cent.; cut sizes, 40-10 per cent.

MONTREAL QUOTATIONS.

Size United Inches.	Star. Country.	City.
Under 26 case	3 40	3 65
26 to 40	3 60	3 85
41 to 50	4 00	4 30
51 to 60	4 25	4 55
61 to 70	4 50	4 80
71 to 80	....	....
71 to 80	....	5 35
86 to 90	....	5 80
91 to 95	....	....

Double Diamond.

Size United Inches.		
Under 26	5 00	5 40
26 to 40	5 45	5 85
41 to 50	6 25	6 65
51 to 60	6 75	7 15
61 to 70	7 25	7 80
71 to 80	7 75	8 30
81 to 85	8 50	9 10
86 to 90	10 00	10 70
91 to 95	11 00	11 75

City discount, 5% off, $3.65 base.

Net on $3.40 base.

GLASS PLATE.

Country discount, 40 and 5% off list.

City discount, 50 and 5% off

LEAD.

(White Ground in Oil.)

	Montreal	Toronto.
Elephant, Genuine	$8 90	$8 65
"Anchor," pure	8 40	8 55
Brandram's B.B. Genuine	9 40	9 55
C.P. Co. decorat's, pu.	8 40	8 55
Crown and Anchor, pure	8 40	8 55
Essex, Gen. (Windsor)	....	8 15
Island City Decorator's pure	8 40	8 65
Lily Pure	8 40	8 55
Decor'or's Pure (Wpg)	....	8 35
Moore's Pure White Lead	....	8 55
Painter's Perfect	....	7 85
Lowe Bros'. White, H.S.	....	8 55
Monarch (Windsor)	....	8 65
Purity C.O. Co.'s, Ltd.	....	8 05
Ramsay's Pure Lead	8 40	8 55
Ramsay's Exterior	7 90	8 30
Sterling Pure	....	8 45
Tiger Pure	8 40	8 20
"James Genuine"	....	9 65
Stephens' H. P. P. (Winnipeg)	....	8 45

Less than ton lots, 20c per ton higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.	6 15	6 50
Genuine, 100-pound kegs, per cwt.	6 40	6 75
No 1 casks, per 100 lbs.	5 90	6 25
Less quantity	....	7 75

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
100 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	9 00

MURESCO.

Tints in 5 lb packages, per 100 lbs, $5.40.

OILS (LINSEED RAW).

	Montreal	Toronto
Single bbls.	0 62	0 61
3 to 5 bbls.	0 61	0 60
6 to 9 bbls.	0 60	0 59

LINSEED, BOILED.

Single bbls.	0 65	0 64
3 to 5 bbls.	0 64	0 63
6 to 9 bbls.	0 63	0 62

PAINTS (PREPARED).

	Per gallon in qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	2 00
Elephant and Prism	1 80
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Minerva, in qt. tins, gal.	1 90
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	....
Jamieson's Crown and Anchor brand	1 60
Lowe Bros.' High Standard	1 90
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 00

PARIS GREEN.

(See 3rd page of quotations)

PARIS, PLASTER.

Ped barrel	2 50

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums	2 60	2 70
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd. advance.

SHELLAC.

Gum, 30c lb.; finest orange, 35c lb.

TAR (PINE TAR).

Half pint tins, per doz.	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	0 74	0 77
Pure, single bbls.	0 67	0 70
2 to 4 bbls.	0 66	0 69

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	1 15
Furniture, Union	0 95
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 12½
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 85
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	1 05
House painters' japan	1 15
House painters' white jap.	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Lowe Bros'. Durable Floor	2 40
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Kyanize" Interior Finish.	2 40
"Flint-Lac," coach	1 80
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	9 60
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75

WATER PAINTS.

	Per lb.
Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge	0 45
½ gal. pkge., per pkge.	0 25

WASTE (POLISHING).

Cream	0 13
White	0 12

WASTE (WHITE).

XXX extra	0 11
X Grand	0 10½
XLCR	0 09¾
X Empire	0 08¾
X Press	0 07¾

WASTE (COLORED).

Fancy	0 07¾
Lion	0 07
Standard	0 06¼
Popular	0 05½
Keen	0 05

WASTE (PACKING).

Arrow	0 15
Anchor	0 06
Anvil	0 07½
Axel	0 09

WASHED WIPERS.

Select white	0 08
Light colored	0 06½
Dark colored	0 05

WAX.

	Per lb.
Johnson's Floor, natural	0 38
Johnson's Floor, black	0 38
Ol dEnglish Floor Wax	0 38

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in bbls.	1 00

ZINC (DRY).

Extra Red Seal, V.M.	0 07½

ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, in 25-lb. irons	0 07
No. 2, in 25-lb. irons	0 06¾

Your Customers need the proper paint or varnish for each particular surface

For every sort of finishing requirement there is a SHERWIN-WILLIAMS paint, varnish, stain or enamel that is particularly adapted to meet it.

These specialty products are included in the line of

SHERWIN-WILLIAMS Brighten-Up Finishes

The completeness of this line of finishes enables the dealer to supply a paint or varnish adapted especially for the particular purpose.

Sales in SHERWIN-WILLIAMS Brighten-Up Finishes mean satisfaction to the customer and a liberal profit to the dealer.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Winnipeg Hardware Quotations

ANVILS.
Peter Wright, 80 lbs. and up, 11½ c per lb.; clip horn, 12½c.

AUGER BITS.
"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3 lb., $7.90; 4 lb., $8; H. B. Handled Axes, 2 lb., $8.00; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10.00; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; Broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS. CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off the list.
Standard single, 60 and 10 p.c. off the list.
Standard "double," 60 and 10 per cent. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1.00 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 p.c.
Wood. tackle, common, 60 p.c.

BOLTS.
Carriage, ⅜ and smaller, 60 per cent.; 7-16 and larger, 50 per cent.; machine, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine set screws, 65 per cent.; plough bolts, 45 per cent.; nuts, small lots, 2c off; case lots, $2.75 off; stove bolts, 77½ per cent.; sleigh shoe bolts to ⅜, 50 per cent.; 7-16 and up, 40 per cent.

BUILDING PAPER.
No. 1 tarred, 57½c to 88c per roll, according to quality; plain, 45c to 72c; tarred felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, 4.40; ¾, $4.25. Logging, 5-16, 6¼c; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24, 26c; 26, 27½c.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 12½ p.c.
Nicholson's, 65 per cent.

FIXTURES.
Stall hollow bar, No. 3 $1.00.

GALVANIZED WARE.
37½ per cent.

GASOLINE.
Premier Motor, in wood bbls., 22c per gal.; $3.20 per cs.; Queen gasoline, 27c per gal., $3.65 per case; Painters' naphtha, bbls., 29½c per gal.; $3.20 per case.

GLASS, WINDOW.

	Single.	Double.
Up to 25 in.....	4 50	6 25
26 to 40	4 85	6 75
41 to 50	5 40	7 75
51 to 60	5 90	8 50
61 to 70	6 40	9 25
71 to 80	7 00	10 25

GLASS (Plate).
25 to 50 per cent. off. F.o.b. Regina, Winnipeg, Calgary, and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES.
Light T and strap, 60 per cent.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40, and $5.20.
Corrugated strap, 4, 5, 6, 8, 10 and 12, 80c, $1.08, $1.40, $2.25, $3.40 and $5.20.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS.
Door, 307, $1.20.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.95.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	4 75	5 10
28 Am. or 26 Eng..	4 50	4 85
26 Am. or 26 special	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng....	3 85	4 15

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set..... 0 95
Mrs. Pott's No. 50, set..... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trulite short globe, doz... 7 25

LEAD PIPE.
$7 coil; less coil, $7.50 cwt.

LEAD WASTE.
$7.50 per cwt.

LINSEED OIL.
Raw, per gal., 68c.; boiled, per gal., 71c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

LOCKS.
Peterboro and fittings, 45 per cent.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.40 base; Winnipeg, $2.80 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 52½ per cent.

NUTS.
Square and hex., small lots, $2.00 off; case, $2.75 off.

OIL CANS.

	Tin.	Gal.-vanized.
Half gal., dome top	$2 10	$3 04
One gal., dome top	2 55	3 42
Two gal., dome top	3 97	4 55
Three gal., dome top	5 10	7 35
Five gal., dome top	6 34	8 25

OILS.
Silver Star oil, 18c gal.; Royalite oil, 16c gal.; Palacine oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, barrel, $2; less than barrels, $3; American vermilion, 12c; English vermilion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
1 lb. pkgs., 25c, small lots.
100 lb. cases, 24½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

PIPE, IRON.
¼ inch, $3.50; ⅜ inch, $3.60; ½ inch, $4.20; ¾ inch, $5.00; 1 inch, $7.35; 1¼ inch, $9.90; 1½ inch, $12.00; 2 inch, $16.00; 2½ inch, $25.60; 3 inch, $33.45.

IRON PIPE.
Black, ¼ inch, $2.50; ⅜ inch, $2.60; ½ inch, $3.20; ¾ inch, $3.75; 1 inch, $5.50; 1¼ inch, $7.45; 1½ inch, $8.90; 2 inch, $12.00; 2½ inch, $19.25; 3 inch, $25.15; 3½ inch, $30.25; 4 inch, $35.50; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $64.40.

PLASTER.
Paris, per bbl., $3.25.

PLATES, CANADA.
Half polish, 6-7 inch, $3.50; 8 inch, $3.75; full polish, 6-7 inch, $4.50; 8 inch, $4.75. Black sheets—28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-12, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, ½x14 in., $1.75 per dozen.

PUTTY.
Casks, $2.50 per 100 lbs. gross weight; bladders, in barrels, $3.15; bladders, 100 lb. cases, $3.40.

RASPS.
Heler's, 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36c; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.
Sisal, 11c base; pure Manila, 15½c base; British Manila, 11½c base; lath yarn, 10¼c base.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Standard scale, 25 per cent off; Union scale, 45 per cent off. Both quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80, 10, 10 and 5 per cent.; flat head, 85, 10, 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.
Brush, $7.75.
Grass, $6 to $7.50.

SHOT.
Soft, $9.25 per 100 lbs.; chilled, $9.65; buckshot, $10.05; ball, $10.45.

SHEET ZINC.
Cask lots, 8¾c; small lots, 9c

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SNATHS, SCYTHE.
Grass, No. 2, $7.75; brush, No. 1, $8.25.

SOLDER.
Per pound, 25 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.50 at Fort William, $2.90 Winnipeg; galvanized staples, $3.15 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd.
6 in., per 100 ft...	9 00	9 05
7 in., per 100 ft...	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES.
Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb. .....

	Per Box
20 x 28 I.C.	9 75
20 x 28 I.X.	11 75
20 x 28 I.X.X.	13 75
Terne Plates	9 75

TOOLS HARVEST
Ordinary, 50 per cent.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 75
Elastic Oak	1 90
Furniture, No. 1.....	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish.....	4 00
Extra light hard oil	1 90

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, $9.15 per cwt.

WIRE BARB
Per Spool of 80 Rods F.o.b.
Lyman 4-point, Fort William, $1.90; Winnipeg, $2.25; Glidden 2-point, Fort William, $1.77; Winnipeg, $2.10; Baker 2-point, Fort William, $1.75; Winnipeg, $2.07; Waukegan, Fort William, $1.75; Winnipeg, $2.07; Alberta 2-point, Fort William, $1.70; Winnipeg, $1.98; American special 2 point, Fort William, $1.40; Winnipeg, $1.65; plain twist, per 100 lbs., Fort William, $2.75; Winnipeg, $3.15; coil spring No. 9, per 100 lbs., Fort William, $2.15; Winnipeg, $2.25; No. 12, Fort William, $2.25; Winnipeg, $2.65; plain galvanized wire, No. 9, Fort William, $2.10; Winnipeg, $2.50; No. 12, Fort William, $2.-20; Winnipeg, $2.60.

WIRE CLOTH.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.65 Winnipeg, $3.25 Ft. William.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

DO YOU SELL

Stephens'
REGISTERED TRADE MARK

SILKSTONE

FLAT WALL COLOURS?

"Smooth as Silk. . . . Hard as Stone"

HEATING PLUMBING TINSMITHING STOVES, RANGES, HEATERS, PAINTS, OILS, GLASS

MONSON HARDWARE CO.
GENERAL HARDWARE

Manitou Man. March 31st, 1914.

Messrs. G.F.Stephens & Co.Limited.,

Winnipeg, Man.

Gentlemen:-

To confirm our telegram order for a quantity of Silkstone a copy of which is as follows:-

"Freight six- each one-half gallon cans numbers four- five- seven- eight- sixteen- fifteen- fourteen- twelve- three- one- two- ten- seventeen- eighteen- twenty- and eleven Also four one quart cans each of the above numbers all SILKSTONE. Two one quart, four one pint, four one-half pint cans White Enamel."

This order is the direct result from three or four of our customers having seen some sample work done with SILKSTONE while in Winnipeg last winter.

Yours truly,

Monson Hardware Co.

Per Geo. L. Monson

IT ONLY NEEDS TO BE SEEN TO BE APPRECIATED

"SILKSTONE" is the housekeepers' delight. It is being used by the women of the West on account of its surpassing beauty and because they can wash it with soap and water without harming it in any way. In fact, washing only serves to revivify the original lovely finish. You can sell "SILKSTONE" easily, as it is already well known through our extensive advertising. There is a long profit in it for you.

WRITE TO-DAY FOR FULL PARTICULARS.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG, CANADA **Branch at Calgary, Alta.**



For Outdoors Or In

You can fill every paint requirement with the right RAMSAY finish.

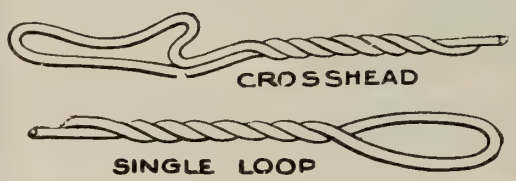
And every RAMSAY product is *right.* The right formulæ, the right materials, the right price and the right value. You'll find it a pleasure to do business with a house that has grown up with the country and has 72 years of Canadian paint experience behind it.

Write us.

A. RAMSAY & SON CO., - MONTREAL

ESTABLISHED 1842

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

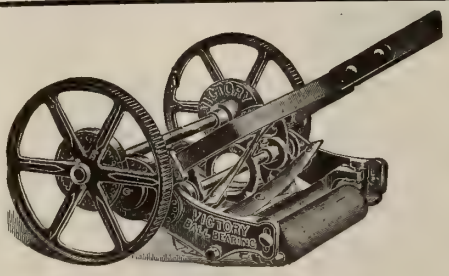
This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

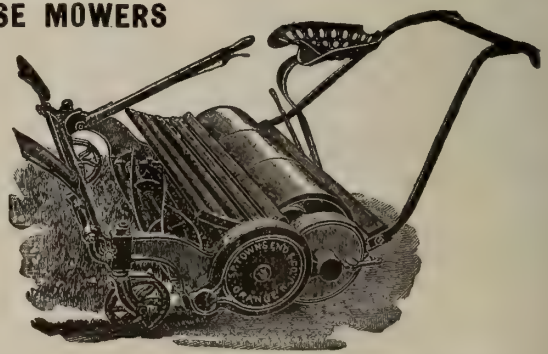


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HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



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ORANGE, N. J.

RED
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BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

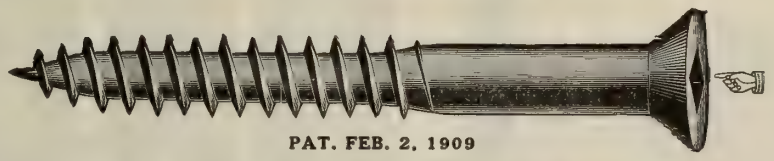
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PURE
LINSEED
OILS

THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL & TORONTO
WARRANTED PURE LINSEED OIL

If your Jobber does not handle them write direct to our nearest mill.

When Wood Workers
Ask for Screws
Be able to supply them with



PAT. FEB. 2, 1909

SEE
THAT
SQUARE
HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.
We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.
Drop a card for catalogue.

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Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-149 University Ave., TORONTO

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

The height of the fruit-picking season will soon be here and you can net a good profit from same if you boost



THE PERFECT FRUIT STEP LADDER

It makes easy work for fruit pickers, as it is easily manipulated.

The pointed portion or legs can be turned up, making a long single ladder which readily rests in the trees. The ladder as you see it in illustration is an **excellent general purpose ladder,** for the reason that it can be used on uneven ground without danger of tipping.

Made in the following lengths:

6 ft. step ladder extended to 11 ft.; 8 ft. ladder extended to 18 ft.; 10 ft. step ladder extended to 19 ft.

The Stratford Mfg. Co.

Stratford, Ont. LIMITED

REPRESENTED BY:

British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Alberta—Tees & Persse, of Alberta. Maritime Provinces—J. H. Hanson Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

You can talk across the continent for two cents per word with a WANT AD. in this paper.



LONDON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,

Limited

LONDON, - ONTARIO

BAR IRON

SALES AGENTS

Ontario—Baines & Peckover, Toronto
Manitoba—Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver.

MYERS

PUMPS

ALL KINDS

HAY TOOLS

BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio

J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

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A Novel Feature of the

MAXWELL
"Favorite" Churn



—and one which has made it popular wherever used — is the

BOW LEVER

No other churn has this lever. Handle can be adjusted to centre, left or right, whichever is desired, or is easiest for driving. The frame is of light rigid steel with bolted trunnions, and the barrel of best imported oak with aluminum hoops. Swings on roller bearings and is exceptionally easy-running and durable. A splendid seller.

Send for Illustrated Catalogue of the "easy-to-push" Maxwell lines.

MAXWELLS LIMITED, St. Mary's, Ont.

THE BEST PAINT MEANS THE BEST BUSINESS

This simple statement can't be beaten. Language and arguments can be twisted forty ways to prove the supremacy of other influences, but they all get back to this old-time business principle

PEOPLE WANT THE BEST PAINT

There is yet to be found a man in his right senses who doesn't seek full value for his money. And there is such a thing as forgetting the price in the memory of the quality, but

DON'T BE FOOLED

Paint propositions put forth with all the fanfare and mysticism of an Oriental fete may live for a day, but they soon wither if they forget that it is paint that is wanted by the public, not conjuring.

MAPLE LEAF
Paints and Varnishes

MAKE GOOD BECAUSE THEY'RE MADE GOOD

M L FINISHES THAT ENDURE
QUALITY

To prove it: We want every live dealer who is interested to try our goods against any other line they wish. We leave it to you to judge. Send for our samples. Try them out against the other fellows.

You'll find that we leave out the fuss and humbug and make quality the basis of our proposition.





THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA



You Don't Have to Hold Sales

to sell Millers Falls tools, or start a bargain counter either; they sell themselves. As an example, take



"MILLERS FALLS" HAND DRILL No. 306

It's a tool that catches the fancy of every mechanic who looks at it. Has the lines he likes and the workmanship and finish that guarantee results.

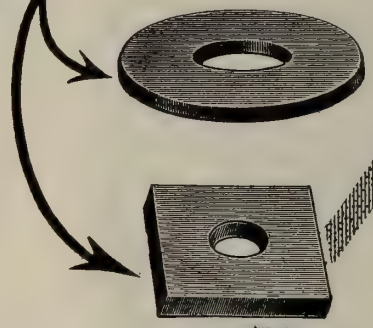
You could sell this Drill—there's no doubt about it, and you wouldn't have to talk your head off to do it, either. It proves itself at sight, therefore would be a profitable tool for you to stock.

One of the most complete Catalogues ever issued on tools is yours for the asking. Write for *New* Dealers Catalogue.

MILLERS FALLS COMPANY
Millers Falls, Mass.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

BROOMS
OF QUALITY

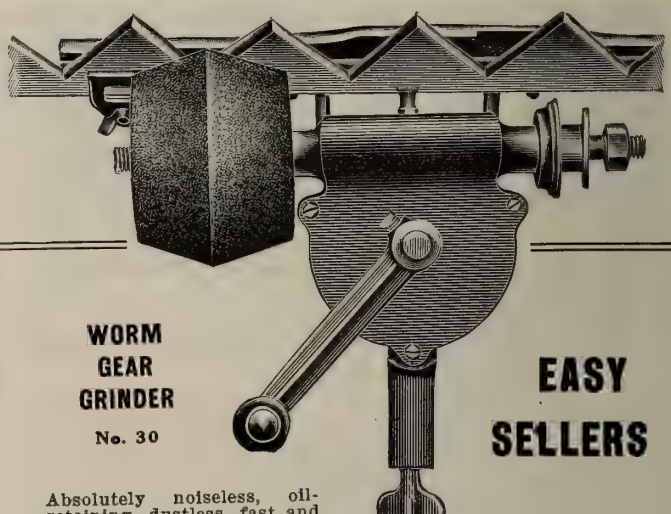
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BIG VALUE

Tiger - - $4.50
Beaver - $4.25
Bear - - $4.00

For sample shipment—within next ten days—One Dozen **FREE** on a Ten Dozen order.

WALTER WOODS & CO.
Hamilton



WORM GEAR GRINDER
No. 30

EASY SELLERS

Absolutely noiseless, oil-retaining, dustless, fast and easy running; made for both sickle grinding and tool grinding. No. 30 is fitted with a large sickle wheel, 4¼" in diameter, with malleable iron attachments. **We have a full line of worm-gear Ball Bearing grinders. Write for full information.**



PERFECTION GRINDER No. 2

Fitted with a combination tool rest, chisel holder, etc.
A very practica size machine, and it sells well everywhere. A trial will convince you.

Full Information at your request

Star Specialty Mfg. Co.
227 West Erie Street, CHICAGO

The PULL-EASY Garden Cultivator



IT IS ADJUSTABLE TO ANY WIDTH ROW

This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

For Sale by all Leading Canadian Jobbers.

THE PULL-EASY MFG. CO.

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BUTLER'S FAMOUS SHEFFIELD CUTLERY & PLATE



TRADE MARKS GRANTED

A.D. 1681 Highest Awards — "BUTLER" A.D. 1768 — ART A.D. 1851 Special Mention

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FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

Our Cloth is True to Mesh and Gauge

See That THIS MARK OF HIGH QUALITY Is On Every Roll

will roll out perfectly flat. The fabric is constructed of hard steel wire. Specially drawn for fly screen cloth. For sale by all jobbers. Specify "XL" Black Screen Cloth.

Steel Wire Cloth for all Purposes.
Perforated Metals.
Flower Bed Bordering and General Wire Work.
Canada Wire & Iron Goods Co.
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Ideal Engine Oil

ELIMINATES

Loss of time and annoyance experienced on cool mornings when ordinary oils congeal and refuse to run freely. Is prepared especially to suit the requirements of Threshing and Farm Machinery at all seasons of the year.
You should handle this oil
Because
It ensures satisfied customers
which
Increases your business and your profits
and
Because it is never sold direct to consumer but to dealer only.

Prairie City Oil Company, Limited

WINNIPEG, MAN.

Manufacturers of
"BUFFALO BRAND" OILS AND LUBRICANTS.
"THE CRITERION OF QUALITY"

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Safety First

(OUR MOTTO)



The most reliable extension ladder offered to the trade to-day. Made of clear yellow pine with hardwood rungs. Reinforced with wire let into a groove on the back of the ladder. One of the principal features of our ladder is the heavy malleable iron castings bolted on the sides which have given satisfaction for years. Stock sizes 20 to 40 ft.

Write for catalogue and prices for step ladders, bake boards, skirt boards, curtain stretchers and other woodenware.

McFarlane Ladder Works
158-160 River Street, TORONTO, ONT.



Saves Oil, Time and Labor

A trial always makes a steady user.

Easy Profit because Easily Sold

No matter in what position the can may be held, the oil is entirely controlled by the operator. Not a drop of oil need be wasted. Oil is forced out by simply pressing on the plunger. The flow of oil ceases the instant the pressure on the plunger stops.

Oiling can be done in one-half the time and with less effort.

The "Cannon" is giving satisfaction to thousands of users.

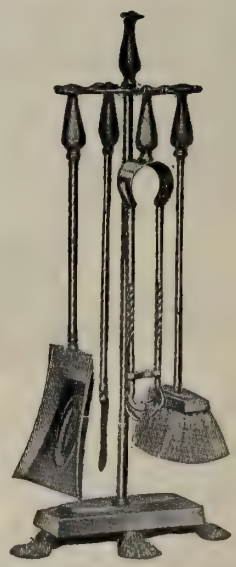
Drop a card for particulars.



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Finish and Design our Specialty

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MAY & PADMORE Ltd BIRMINGHAM ENG.

Making a National Magazine

The publishers of MacLean's Magazine are striving to give the people of Canada a magazine that will stand for the highest ideals of Canadian nationality; that will depict Canadian life and character in all phases; that will present questions of Dominion-wide import; and finally, that will give readers an opportunity of keeping up with the march of world events.

The keynote of MacLean's is *Canadianism.* It is edited for Canadians. It gives Canadian articles and stories, written by Canadian authors.

And the publishers are sparing no effort or expense to put MacLean's right up in the van of the magazine world. New features are being introduced with each issue.

If you have not been reading MacLean's, why not make the acquaintance of *Canada's National Magazine* at once? The August issue is now offered for sale and the publishers feel safe in asserting that, by reason of the new features introduced, this number will inaugurate a new era. Here are some of the special reasons why:

A Romance of the Land of Gold

"TWISTING TRAILS,"

a new serial by Robert E. Pinkerton, the promising young Canadian author, is started in the August number of MacLean's.

A gold mine in Northern Ontario, a financial magnate in difficulties, a charming woman, a villain: By expert manipulation of these elements, with the wild, free and mysterious land of the North providing a suitable setting, Mr. Pinkerton has written a story that grips the interest from first to last. It has plenty of action and its plot is new —not an old idea rewritten, but something that has never been treated before.



Rea Strain, the central figure of Pinkerton story "Twisting Trails."

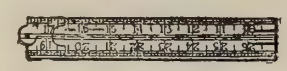
Alan Sullivan's best story, "The Things That Count"—a tense picture of life centered around the efforts of an inventor to wring from Nature one of her most wonderful secrets —starts in the August number.

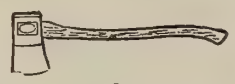
"The Adventures of Madelyn Mack: Detective" will be continued. Original, bright, mystifying, just as good as Sherlock Holmes, better than any others — these stories are striking a new note in magazine fiction.

Send $2 to-day and your name will be entered on our subscription lists for one year, commencing with the August Number. Write Department F, The MacLean Publishing Co., Ltd., 143-149 University Ave., Toronto, Ont.

Hardware and Metal's Electro Service

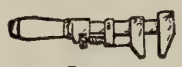
AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont.


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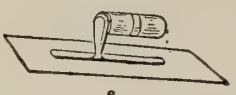

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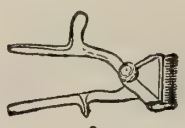

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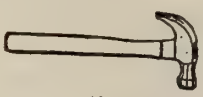

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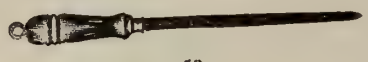

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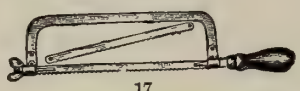

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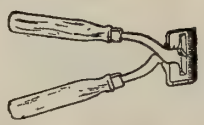

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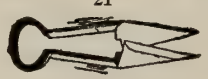

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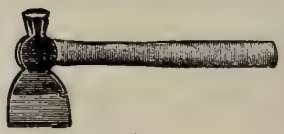

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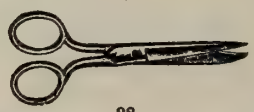

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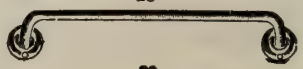

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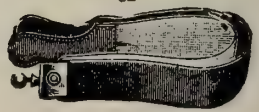

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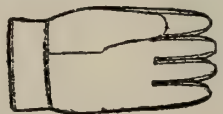

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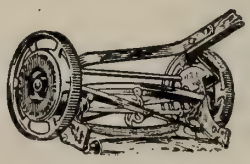

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HARDWARE AND METAL ELECTRO SERVICE


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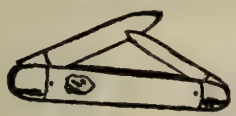

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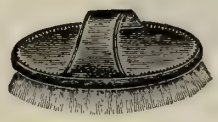

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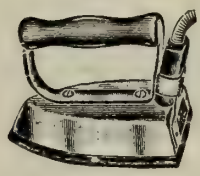

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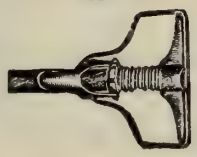

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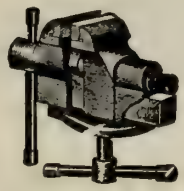

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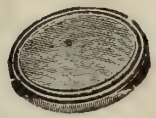

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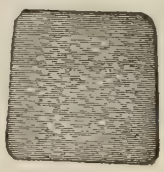

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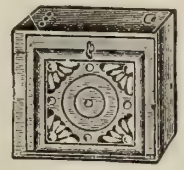

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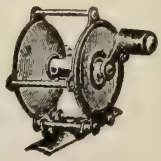

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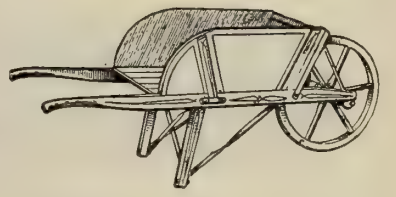

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Address all orders for cuts to

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INCORPORATED 1895

Special Grand Prize

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Copy of Catalogue will be sent free to any interested File User upon application.

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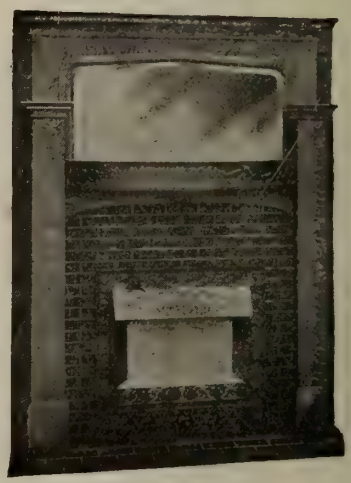
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AUTOMATIC ELECTRIC WASHER

(BUY IT IN CANADA)

This machine possesses so many attractive features and is so absolutely pleasing to the people who use it, that there is no excuse for there being any other Electric Washer.

Dealers who delight in the friendship of their customers and who take especial delight in selling something better than can be had elsewhere, cling to the Automatic.

Such character does not come by accident; it is the result of a perfect 100% score, when considering Simplicity, Mechanical Operation, Materials, Workmanship, Efficiency, Convenience, Ease and Safety.

Made in both Electric and Engine Power types, also in Bench or Platform type.

A beautiful 32-page book, called Bulletin 107, gives full particulars regarding washing machines. It is free. Write for it.

Sold by Canadian Jobbers.

AUTOMATIC ELECTRIC WASHER CO., INC.

NEWTON, IOWA, U.S.A.



THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

ROOFING *Of Quality*

"BLACK CAT" "GOOD LUCK" } RUBBER
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Write for Prices.

J.H.McComb Limited *Montreal*



THE PROGRESSIVE MANUFACTURING CO.
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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

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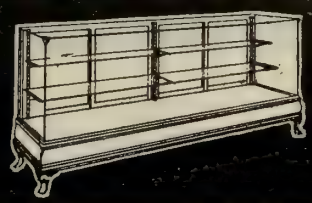
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MOST DURABLE
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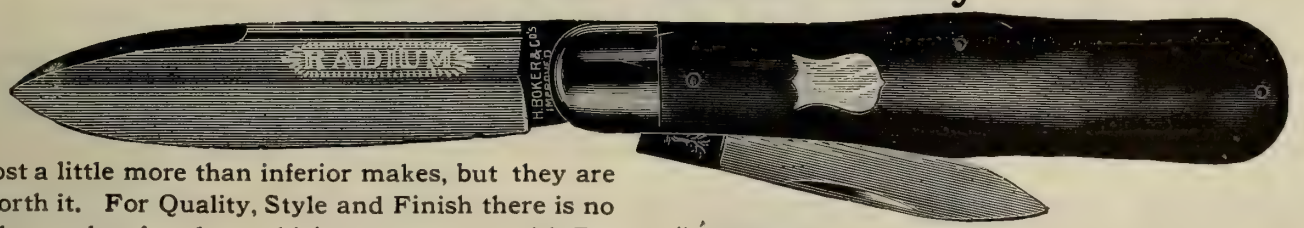
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Cost a little more than inferior makes, but they are worth it. For Quality, Style and Finish there is no other make of cutlery which can compare with Boker's "TREE" Brand.

For Sale By All Leading Wholesale Hardware Houses



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practically trying to keep them from getting wet. a bit. Next time your old-fashioned roofs need painting, cover them with Amatite instead.

A sample of Amatite and booklet about it will be sent on request. Address nearest office.

THE ROOFING THAT NEEDS NO PAINTING

WHEN your roof is covered with Amatite, there is an end to the roof-painting nuisance. Amatite has a real mineral surface and needs no painting. The mineral surface makes painting unnecessary, and it will stand rain and hail and wind and snow, for years, without attention.

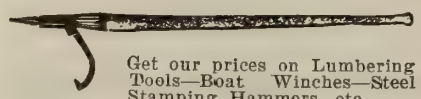
When you paint the old-fashioned roofings you are Amatite is made to get wet, for water won't hurt it

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Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
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A Germantown of quality that gets big business
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



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All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
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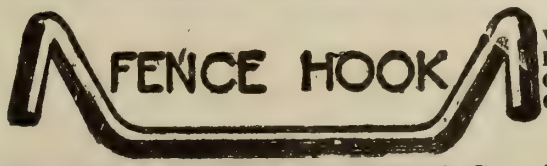
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WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

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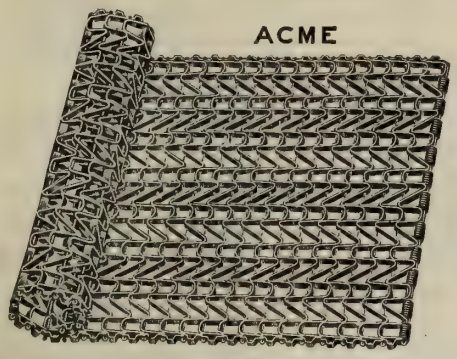
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ALL STEEL MATS

Flexible
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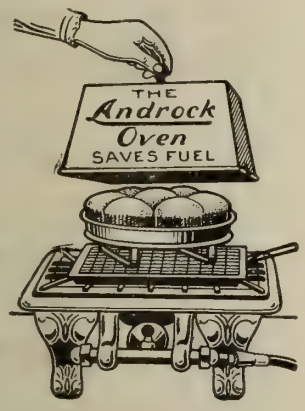
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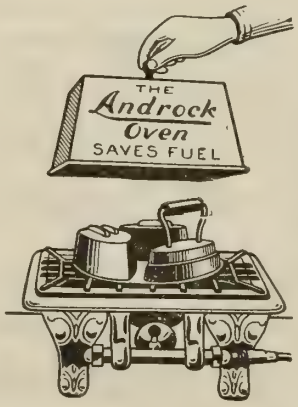
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Buy It Because It Will Please Your Customers



Sole Agents for Canada

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An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

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the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

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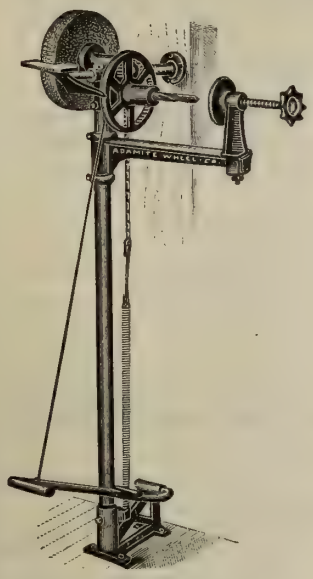
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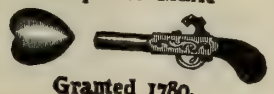
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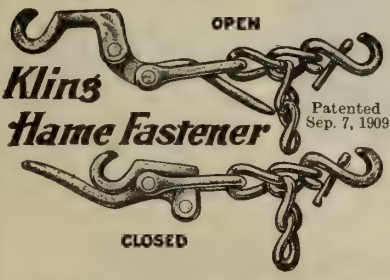
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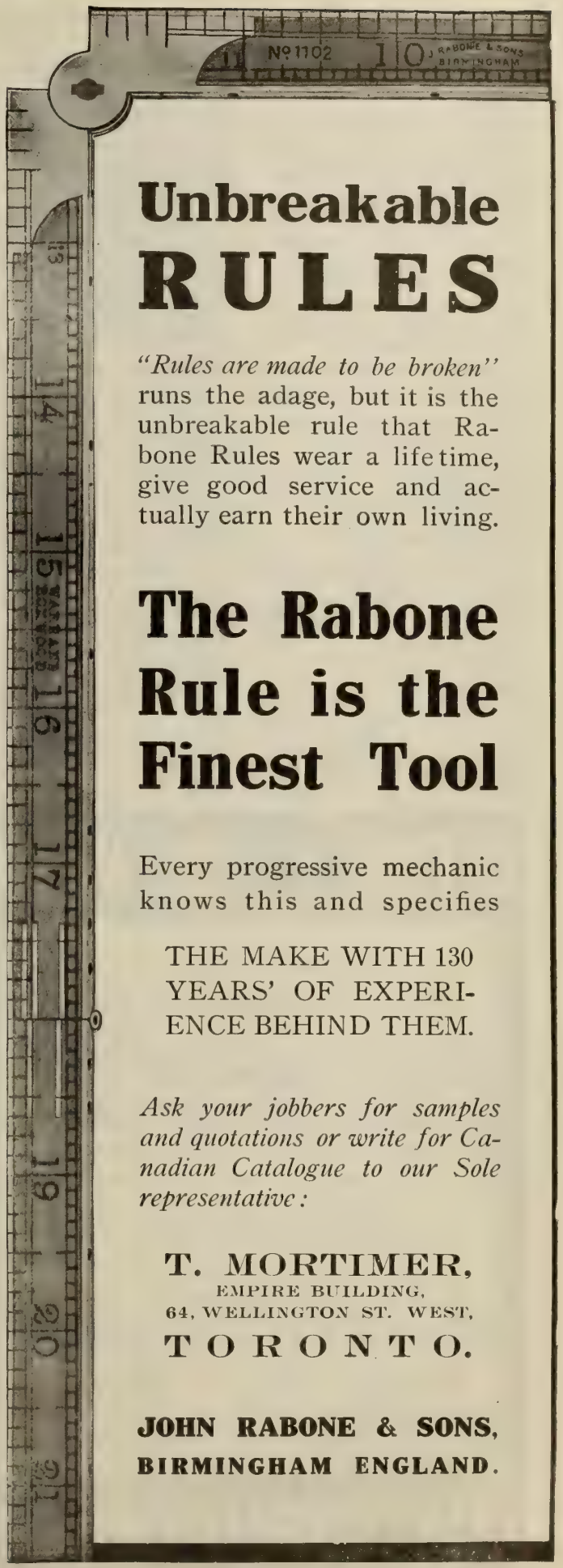
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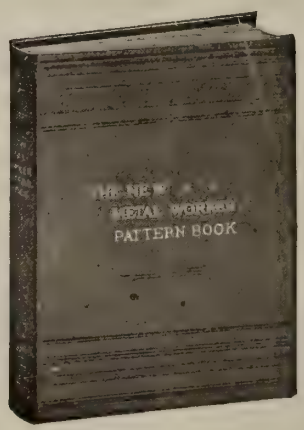
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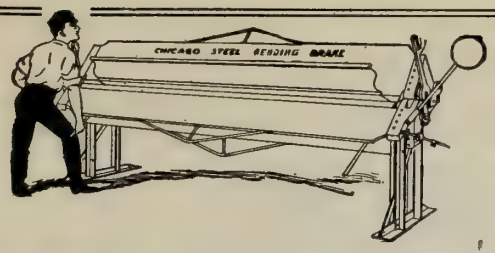
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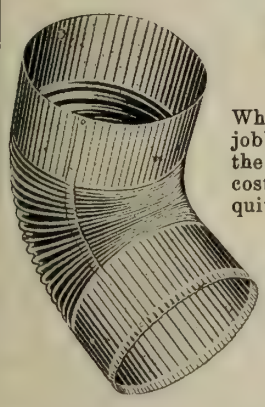
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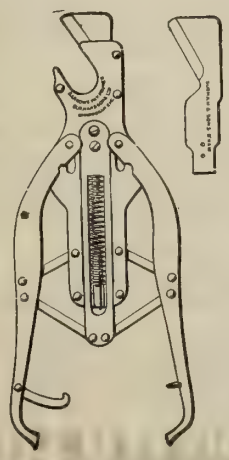
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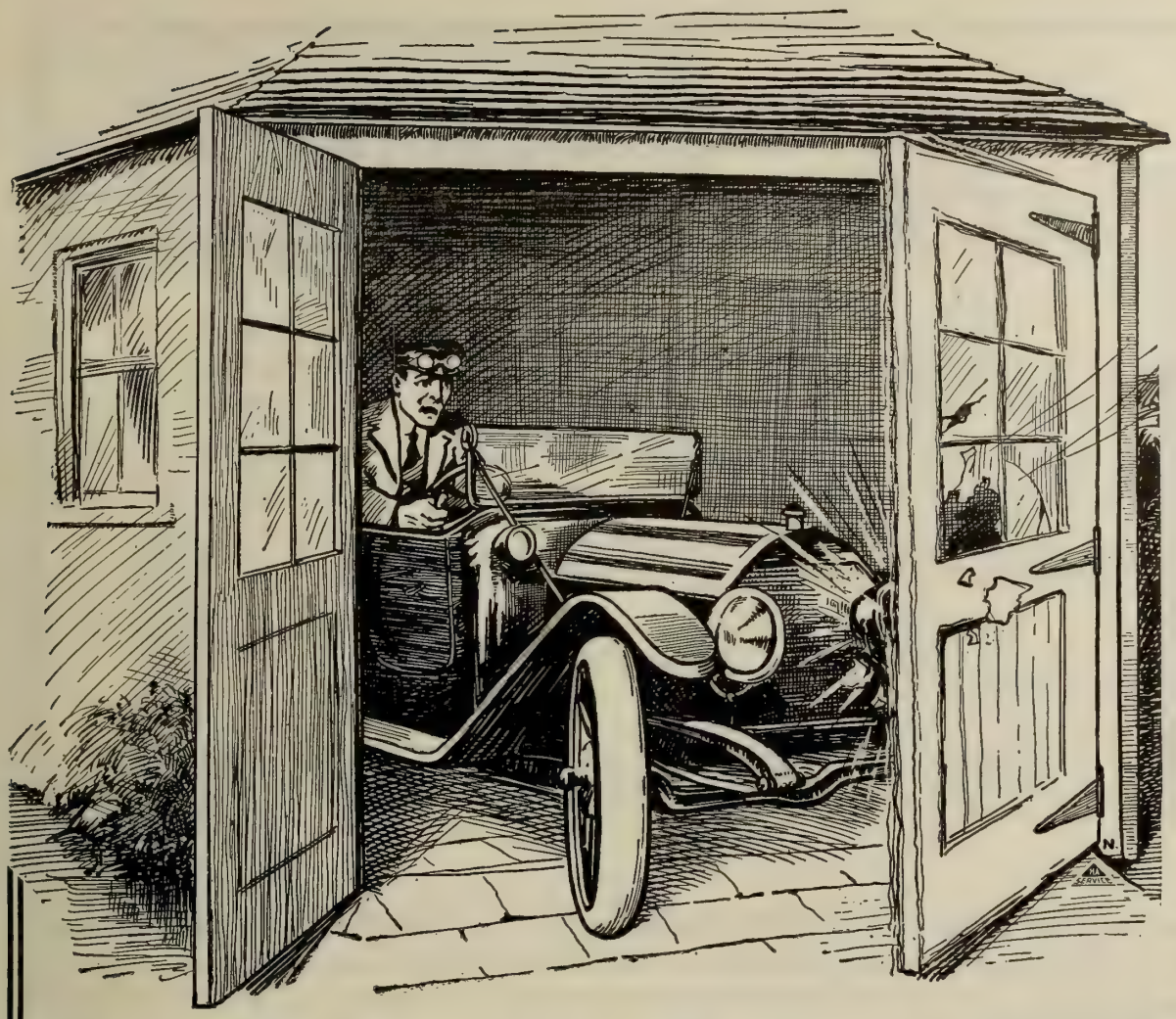
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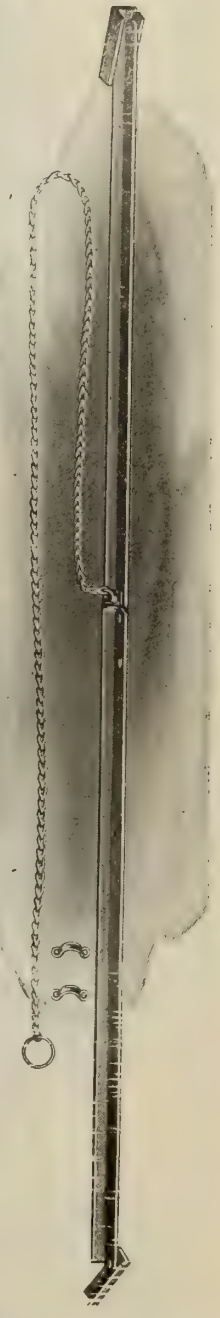
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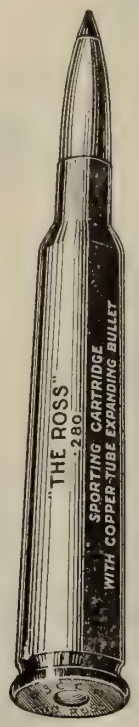
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We also manufacture **Bar Solder, Wire Solder, Lead Pipe, Bar Lead, Traps, Bends, Lead, Copper, Tin and Antimony.** The profit is good. Write for prices.

More Babbitt Sales

are sure to come from boosting

"FROST KING"

This babbitt moves quickly from your stock because it gives a distinctive service and is reasonable in price. Specially designed for Saw Mills, Planing Mills, Threshing Machines, Pulp Machinery, and all classes of stationary engines.

Hoyt Metal Co., - Toronto, Ont.

New York, N.Y. London, Eng. St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THERE'S MORE SELLING ARGUMENT IN THE NAME LUFKIN **THAN YOU EVER NEED TO SELL** LUFKIN **GOODS**

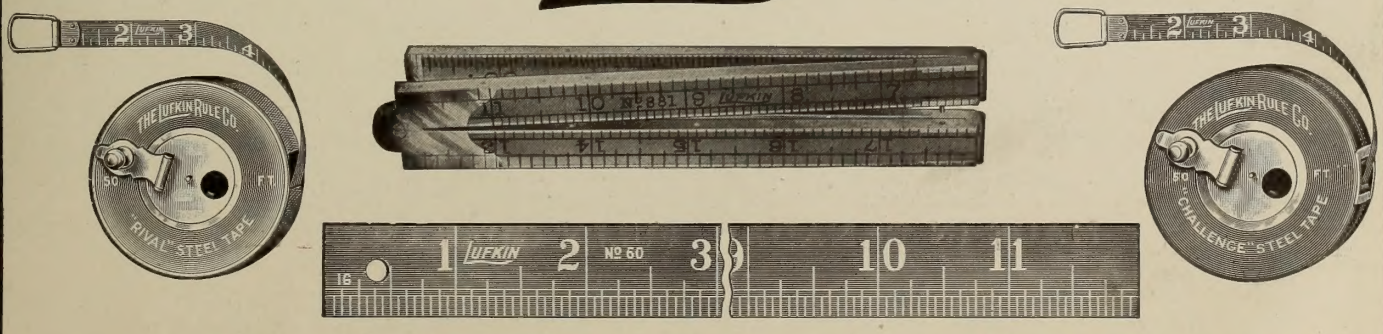
LUFKIN Measuring Tapes and Rules

Are Canadian Made and are on sale at practically every prominent house in the country stocking such goods.

THIS IS THE SIMPLE EXPLANATION: Dealers stock the line that will sell and will bring customers back. CUSTOMERS buy the line in which they have confidence.

THE OPINION OF THE LARGE MAJORITY MARKS THE SAFE COURSE.

Stock LUFKIN Goods



THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

McKINNON'S

MALLEABLE IRON CASTINGS

SATISFY

They are made from high-grade iron, carefully moulded and annealed by skilled workmen under expert supervision. They are rigidly inspected before shipment.

Our specialty is to furnish them

Japanned or Tinned

Write us for prices on stock patterns of

Milk Can Handles — **Hammock Hooks**

Kettle Ears — **Boat Trimmings**

McKINNON DASH COMPANY

St. Catharines, Ontario

Touring Time!

Every Hardware Dealer should carry

McKINNON Electric-Welded Anti-Skids

SMALL INVESTMENT - QUICK SALES - GOOD PROFITS

Made and sold in two grades, as specified below

McKinnon Brand

Electric-Welded Cross Chain, case hardened and coppered.

Rust-proof rim chain.

Atlas style connections.

Imperial Brand

Electric-Welded Cross Chain, soft and polished.

Rust-proof rim chain.

Atlas style connections.

Jobbers - Write for proposition

MADE IN CANADA **FULLY GUARANTEED**

By

McKinnon Chain Company

ST. CATHARINES, ONT.